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INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

December 18, 1997
Sam Mitchell Building-Room 270
Telephone Conference

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Call to order	3:30
Presentation of course renewals and summaries	3:40
Public Comment	3:50
Discussion of course renewals and summaries	4:10
Council direction to staff	4:20
Administrative Details	4:30

Next Meetings

January 29, 1998 - 3:30, Advisory Council Meeting, Telephone Conference

February 26, 1998 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn	4:30

December 16, 1997

Insurance Continuing Education Advisory Council

Conference Call Minutes

December 18,1997

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 pm.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Member Present in person

Robin Boon, Independent Insurance Agents of Montana Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett, Recording Secretary

Presentation of Course Renewals and Summaries

Course renewals and summaries were presented, discussed, there were no questions. Copies are attached as exhibit 1, exhibit 2, and exhibit 3

Public Comment

none

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Discussion of Course Renewals Summaries

Boon moved to accept course review summaries as presented and recommended course approval to the commissioner. McDade seconded the motion.

Council Direction to Staff

Have a nice Christmas

Administrative Details

Happy New year to all

Next meetings:

January 29, 1998
February 26, 1998

Boon moved to adjourn, motion carried unanimously

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1995. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

United Insurance Educators, Inc.

Financial Planning for Women	*10 CH*

Mutual of New York

Selling Pension Profit Sharing & 401(k)	*10 CH*
Advanced Business	*10 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

American Institute for CPCU/Insurance Institute of America

The following course is part of the American Institute's Associate in Personal Insurance certification program.

API 29 - Personal Insurance: Services, Management and Issues

15 CH

NAHU Education Foundation

The Future of Managed Care

This course addresses product knowledge of health insurance. The course is 12 hours of classroom instruction designed to provide specific information on patient care, cost management, self-insurance, evaluating programs and identifying roles of producers, owners and administrators. The course was held December 4, 1997. *12 CH*

ClienTell, Inc.

Investing Phases for Variable Annuities

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide basic information on variable annuities, client age-based uses of variable annuities, allocation and needs. No offerings are scheduled pending course approval. *1 CH*

American Society of CLU & ChFC

The following course is part of the American Society of CLU and ChFC Certified Life Underwriter certification program.

1998 CLU Institute *20 CH*

Planco

Social Security Continuing Education

This course addresses product knowledge of Social Security. The course is 1 hour of classroom instruction designed to provide basic information on FICA, Social Security, major program changes, provisional income and taxation of Social Security income. No offerings are scheduled pending course approval. *1 CH*

Advanced Uses of Annuities

This course addresses product knowledge of annuities. the course is 2 hours of classroom instruction designed to provide specific information on variable annuities, minimum distribution, federal penalties, charitable remainder trusts, benefits, and retirement plans. No offerings are scheduled pending course approval. *2 CH*

Human Technology Partnership, Inc.

Estate Planning Handbook

This course addresses product knowledge of life insurance. The course is 6 hours of computer-based instruction designed to provide general information on estate planning, key planning process terms, structure and calculation of taxes, and gifting. This is an on-going offering. *6 CH*

Human Technology Partnership, Inc.

The following Pictorial correspondence course was previously reviewed and recommended for approval by the Advisory Council.

Estate Planning Concepts	*12 CH*
Introduction to Advanced Markets	*15 CH*
Business Insurance Concepts	*15 CH*

The American College

The following courses are part of the American College CLU and ChFC certification programs.

CE 218 Planning for Distributions from Retirement Plans	*3 CH*
CE 219 Maximizing Retirement Plan Contributions	*3 CH*
Retirement Planning for the Business Owner	*4 CH*

Pictorial, Inc.

The following Pictorial courses were previously reviewed and recommended for approval by the Advisory Council. No substantial changes were made to course materials during preparation of the new editions.

Group Insurance - 6th Edition	*8 CH*
Medicare & Medigap Insurance - 6th Edition	*8 CH*
Underwriting Basics - 3rd Edition	*10 CH*

ReliaStar Life, Inc.

Understanding Variable Universal Life

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide specific information on cash value life insurance, variable universal life insurance illustrations, policy expenses, universal life versus variable universal life, and term life insurance. No offerings are scheduled pending course approval.

3 CH

Principal Mutual - Individual

Save the Business

This course addresses product knowledge of life insurance. The course is 2½ hours of classroom instruction designed to provide general information on single life, and first-to-die life insurance, disability buy-out, succession plans, business valuation, and limited liability companies. The course is scheduled January 16, 1998. *2.5 CH*

Advanced Sales Conference

This course addresses marketing capability. The course is 3 hours of classroom instruction designed to provide basic information on non-qualified plans, qualified plan deferrals and the Tax Relief Act of 1997. The course is scheduled January 15, 1997. *3 CH*

North Star Resource Group

Protecting Yourself from the Unexpected

This course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction designed to provide specific information on MediCare, Medicaid, long term care insurance, other methods of paying for health expenses and needs assessment. The course was held December 3, 1997. *3 CH*

UNUM Life Insurance Company of America

Economic Policy Outlook

This course addresses management. The course is 1 hour of classroom instruction designed to provide general information on health insurance underwriting. No offerings are scheduled pending course approval. *1 CH*

CIGNA/Connecticut General Life Insurance

Training for the Future-1998

This course addresses product knowledge of life insurance. The course is 16 hours of insurance continuing education designed to provide specific information on prospecting, investment process, family split dollar, gifting, and life insurance basics. The course is scheduled February 7, 1998. *16 CH*

Montana Association of Life Underwriters (MtALU)

The following courses were previously approved as part of the Life Underwriter Training Council certification program.

NALU/LUTC Retirement Planning	*1 CH*
NALU/LUTC Life Insurance vs. Savings & Investment	*1 CH*
NALU/LUTC Estate Planning for the Baby Boom Generation	*3 CH*
NALU/LUTC Revocable Living Trusts	*2 CH*
NALU/LUTC Reviewing Long Term Care	*3 CH*
NALU/LUTC Non-Qualified Deferred Compensation	*2 CH*
NALU/LUTC Agent Retirement & Estate Planning	*2 CH*
NALU/LUTC Stepping Up to Variable Products	*2 CH*
NALU/LUTC Planning for Seniors	*2 CH*
NALU/LUTC Ethics & Market Place Practice Review	*2 CH*
NALU/LUTC Understanding Medical Savings Accounts (MSAs & IRAs)	*2 CH*
NALU/LUTC Advanced Concepts I	*3 CH*
NALU/LUTC Advanced Concepts II	*4 CH*
NALU/LUTC Single Parent Planning	*1 CH*
Meeting Special Family Needs	*4 CH*

Pentera Group, Inc.

Variable Annuities Training Course

This course addresses product knowledge of variable annuities. The course is 17 hours of self-study correspondence text designed to provide basic information on annuity concepts, key features, payment options, payout options, investment principles, and annuitization. This is an on-going offering. *17 CH*

Life Underwriter Training Council

The following courses are part of the Life Underwriter Training Council LUTC certification program.

MSAs & IRAs	*2 CH*
A Guide to Equity Indexed Annuities	*2 CH*
Social Security: Incorporating Benefits in Planning	*2 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

SAFECO Education Center

Boat Coverages

This course addresses product knowledge of property and casualty insurance. The course is 6 hours of self-study correspondence text designed to provide in-depth information on recreational watercraft, policy coverages, liability, medical and general conditions, rating and optional coverages. This is an on-going offering. *6 CH*

General American Life Insurance Company

Estate Planning Correspondence Course

This course addresses product knowledge of life insurance and annuities. The course is 9 hours of self-study correspondence text designed to provide specific information on transfer tax reduction techniques, client needs, designing estate plans using life insurance and advising clients regarding life insurance. This is an on-going offering. *9 CH*

Davidson Trust Company

Professional Continuing Education Seminar

This course addresses marketing, management and product knowledge of variable annuities. The course is hours of classroom instruction designed to provide specific information on personal resource analysis, retirement plans, trusts and the Alaska Trust Act, and risk analysis, diversification and asset allocation. The course was held December 10, 1997. *4 CH*

Federated Insurance Companies

1998 First Focus Auto Dealer/Convenience Store Workshop

This course addresses management. The course is 6 hours of classroom instruction, including 4 hours of insurance continuing education, designed to provide general information regarding insurer assessment of insured businesses, including auto dealerships and gasoline service stations, and coverage available and needed. The course is scheduled February 2, 1998. *4 CH*

Rural Community Insurance Agency, Inc.

1998 Spring MPCI Training Meeting

This course addresses product knowledge of casualty insurance. The course is 8 hours of classroom instruction, including 5 hours of insurance continuing education designed to provide specific information on the Federal Crop Insurance Corporation insured tracking program, 1998 Crop Revenue Coverage, MPCI actuarial rating, Forage/Forage Seeding coverages, and acreage and production reporting. The course is scheduled February 24, 1998. *5 CH*

American Society of CLU & ChFC

The following courses are part of the American Society of CLU & ChFC certification programs, presented at the request of specific companies.

Annuities in Estate Planning (Agent for Agent Aetna Life Program)	*3 CH*
Advanced Sales Forum 1998 (Acacia Mutual Life)	*14.5 CH*
Estate Planning: A Kiwi vs. Eagle View	*2 CH*

Continental General Insurance Company

Life and Health Regulations - 1998

This course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction designed to provide general information on long term care, medical savings accounts, HIPPA, rating risks and underwriting disability income. No offerings are scheduled pending course approval. *2 CH*

Western Montana Association of Life Underwriters (WMALU)

The following Life Underwriter Training Council course was previously reviewed and approved for credit.

Introduction to Retirement Planning

The National Alliance for Insurance Education & Research

The following course is part of the National Alliance CIC certification program.

James K. Ruble Seminar/Financial Institutions *19 CH*

American Society of CLU & ChFC

The following course is part of the American Society ChFC certification program.

How Business Entities Affect Estate Planning Techniques *3 CH*

American Express Financial Advisors

Life Insurance Replacements

This course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide specific instruction on the replacement process, analyzing current versus future needs, risk management and completion of the IDS Life Insurance Company Replacement Form. No offerings are scheduled pending course approval. *2 CH*

Long Term Care Product Essentials

This course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide general information on long term care policies and coverage, IDS long term care policies, planning and presenting the long term care plan. No offerings are scheduled pending course approval. *1.5 CH*

National Structured Settlements Trade Association

1998 Regional Membership Meeting

This course addresses disability insurance and annuities. The course is 12 hours of classroom instruction designed to provide in-depth information on taxing workers compensation, rules for annuities involving minors, annuity allocation, annuities in mediation and workers compensation fundamentals. The course is scheduled January 22, 1998. *12 CH*

AFLAC (American Family Life Assurance Company)

Flex (Section 125) Workshop

This course addresses product knowledge of health insurance. The course is 7 hours of classroom instruction, including ½ hour of insurance continuing education, designed to provide basic information on Medical Savings Accounts and specific information on the AFLAC Flex plan. *.5 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

November 20, 1997
Sam Mitchell Building-Room 270
Telephone Conference

Call to order	4:00
Response of Commissioner to Council request	4:05
Presentation of course renewals and summaries	4:10
Public Comment	4:20
Discussion of course renewals and summaries	4:30
Council direction to staff	4:40
Administrative Details	4:50

Regional Services Company request for reconsideration of credit hour assignment

Next Meetings

December 11, 1997 - 3:30, Advisory Council Meeting, Telephone Conference, or

December 18, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

January 29, 1998 - Advisory Council Meeting

Adjourn 5:00

November 17, 1997

Insurance Continuing Education Advisory Council

Conference Call Minutes

November 20, 1997

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 4:00 pm.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett Recording Secretary

A list of others present is attached as Exhibit 1.

Response of Commissioner to Council request

The Commissioner will grant the requested variance and will do a memorandum indicating this. He suggested the council review the administrative rules and determine if modification is needed. The Commissioner will work with the Council in revising the administrative rules, if that is the desire of the Council.

Presentation of Course Renewals and Summaries

Arnold presented the course renewals and course summaries, copies attached as exhibit 2, exhibit 3, exhibit 4 and exhibit 5.
Addendum 2, pg 3, pg 6, pg 9 was discussed and clarified.

Public Comment

None

Discussion of Course Renewals Summaries

Boon moved to accept course review summaries as presented and recommended course approval to the commissioner. Motion was carried unanimously.
Leenknecht moved to accept Dyer, Borquist, Charshafjian and McDade seconded the motion; motion carried unanimously.

Council Direction to Staff

None.

Administrative Details

A face to face meeting will be arranged to decide on making a recommendation to the Commissioner in regards to Regional Services Company request for reconsideration of credit hour assignment. Arnold has request the materials in its entirety from RSC. The meeting date will be announced later. (Note: as of 9/10/98, the materials requested have not been submitted)

Next meetings:

December 18, 1997 - 3:30 Advisory Council Meeting, Telephone Conference

January 29, 1998 - Advisory Council Meeting, Telephone Conference.

Adjourn

Leenknecht moved to adjourn, Bolt seconded the motion, motion carried. Meeting adjourned at 4:40 p.m.

October 14, 1997

Memorandum

To: Mark O'Keefe, Commissioner of Insurance

From: The Insurance Continuing Education Advisory Council

Regarding: Proposed insurance continuing education course offering by Dyer and Borquist

At the Insurance Continuing Education Advisory Council meeting on Thursday, October 9, 1997, the following motion was made and passed unanimously by the Council.

The Advisory Council moved to request a variance in (exception to) course submission requirements by the Commissioner of Insurance for the Dyer & Borquist course scheduled for presentation on Saturday, October 11, 1997.

With this memo, the Advisory Council requests such an exception of the Commissioner.

At the Advisory Council meeting of October 9, 1997, the Advisory Council passed a motion to request the Commissioner of Insurance allow submission of a course by Dyer and Borgquist in exception to the Insurance Continuing Education Program Administrative Rules.

Dyer, Borgqist & Charshafjian

A Primer on Life Insurance Trusts

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on irrevocable life insurance trust, trust taxation, leveraging life insurance, charitable remainder trust advantages and principal shelter. The course was held October 11, 1997. *2 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1995. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Primevest Financial Services, Inc

Financial Planning	*13 CH*
Pension Planning Concepts	*14 CH*
Annuity Concepts	*5 CH*
Financial Planning Concepts	*15 CH*

Pictorial, Inc.

Long-Term Care	*5 CH*
1991 Homeowners Coverage	*15 CH*
Legal Concepts & Doctrines	*6 CH*

State Farm Insurance

L495 - Universal Life Insurance Review	*.5 CH*
L595 - 10 Pay Life Policy Review	*.5 CH*
L795 - Taxation of Life Insurance & Annuities (Non TQ)	*2.5 CH*
A195 - Non-Owned Auto Coverage	*1 CH*
A295 - Miscellaneous Vehicles	*1 CH*
A395 - Added Cars	*1 CH*
A495 - Auto Underwriting for Total Quality	*2.5 CH*
H195 - Disability Insurance	*1.5 CH*
C395 - Evaluating Wildfire Potential	*.5 CH*
C295 - Evaluating Woodburners	*.5 CH*
C495 - Evaluating Electrical Systems	*.5 CH*
Evaluating Roofs and Electrical Systems	*.5 CH*
Agency Anti-Fraud Awareness Class	*2.5 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Principal Mutual - Individual

MBYB (Make Business Your Business) - Business Entities

This course addresses marketing capability. The course is 2 hours of classroom instruction, that includes 1 hour of insurance continuing education, designed to provide general information on the suitability of qualified and non-qualified plans for employees of different types of business entities. No offerings are scheduled pending course approval.

1 CH

MBYB - Group Carve Out

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction, that includes 1 hour of insurance continuing education, designed to provide general information on group term life insurance, advantages and disadvantages, group life carve-out plan, Principal Mutual universal life product and Business Premium Advantage Rider. No offerings are scheduled pending course approval. *1 CH*

MBYB - Non Qualified Deferred Compensation

This course addresses product knowledge of life insurance and annuities. The course is 3 hours of classroom instruction, that includes 2 hours of insurance continuing education, designed to provide general information on selective executive retirement plans (SERP), ERISA requirements, un-funded plans, using annuities and life insurance to back the plan, surety bonds and indemnity insurance to insurance benefit, Rabbi versus Secular trusts, golden handcuffs, marketing tools, and Principal Mutual plans. No offerings are scheduled pending course approval. *2 CH*

MBYB - Make It Happen with Split Dollar

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on life insurance split dollar plans, cash value, and death benefit splits, plan objectives, benefits to employee and employer and tax issues. No offerings are scheduled pending course approval. *3 CH*

MBYB - Executive Bonus

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction, that includes 1½ hours of insurance continuing education, designed to provide general information on qualified plans, golden handcuffs, selective benefit plans, Principal Mutual's Double Bonus plan and Business Financial options. No offerings are scheduled pending course approval. *1.5 CH*

International Risk Management Institute, Inc.

The following courses are part of the CPCU Society CPD and AAI certification programs.

Safety	*6.5 CH*
International Construction Risk Management	*6.5 CH*
Design-Build Professional Liability	*6.5 CH*
Tuesday Session	*5.5 CH*
Wednesday Session	*5 CH*
Thursday Session	*2.5 CH*

Estate Planning Professionals Inc

Estate Planning Fundamentals

This course addresses product knowledge of life insurance. The course is 10 hours of classroom instruction designed to provide specific information on federal estate and gift taxes, non-probate transfers, revocable trusts, life insurance, charitable and irrevocable trusts. The course was held October 23, 1997. *10 CH*

Transamerica Occidental Life Insurance Company

Latest Pension Regulatory Changes

This course addresses management. The course is 1 hour of classroom instruction designed to provide general information on using 401(k) plans for 501(c) organizations, SIMPLE, and the change in basis of recovery in the Taxpayer Relief Act of 1997. No offerings are scheduled pending course approval. *1 CH*

M Financial Group

1997 M Financial National Advisors Conference

This course addresses product knowledge of life insurance. The course is 11 hours of classroom instruction designed to provide general information on alternative liquidity, building insurance products for long term performance, wealth transfer, variable insurance strategies, rating services, international estate planning, insurance in qualified plans, and insurance planning. The course was held November 12, 1997. *11 CH*

The Endeavor Group

Variable Annuities & Investment Strategies

This course addresses product knowledge of variable annuities. The course is 2 hours of classroom instruction designed to provide specific information on variable annuities, fixed accounts, annuitization, annuitization options, guaranteed death benefits, asset rebalancing, and dollar cost averaging. No offerings are scheduled pending course approval.

2 CH

Montana Association of Life Underwriters (MtALU)

The following courses are part of the Life Underwriter Training Council LUTC certification program.

NALU/LUTC Opening the Client's Eyes About Social Security *2 CH*
NALU/LUTC A Practical Guide to Indexed Annuities *2 CH*
NALU/LUTC Planning at Retirement *2 CH*

Health Insurance Landscapes: Kassebaum-Kennedy Bill & Its Impact on You

This course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction designed to provide general information on the Health Insurance Portability and Accountability Act of 1996, group health insurance and individual health insurance impacts. The course is scheduled November 20, 1997. *2 CH*

Farmers Alliance Insurance Company Inc

1998 MPCI Fall Update Meeting

This course addresses product knowledge of casualty insurance. The course is 6 hours of classroom instruction, including 4½ hours of insurance continuing education designed to provide specific information on the Federal Crop Insurance Corporation insured tracking program, 1998 Crop Revenue Coverage, MPCI actuarial rating, Forage/Forage Seeding coverages, and acreage and production reporting. The course is scheduled November 5, 1997. *4.5 CH*

National Association of Professional Enrollment Specialists

Business Insurance - Voluntary Employee Benefit Plans

This course addresses product knowledge of life and health insurance. The course is 2½ hours of classroom instruction designed to provide specific information on voluntary employee benefit plans, enrollment, term and cash value life insurance, policy riders, disability income insurance, supplemental health and legal plans. The course is scheduled December 1, 1997. *2.5 CH*

Nationwide Life Insurance Co

Retirement Planning

This course addresses product knowledge of life insurance and variable annuities. The course is 1 hour of classroom instruction designed to provide general information on retirement planning, employee sponsored plans, and investment strategies. No offerings are scheduled pending course approval. *1 CH*

NBI Inc. DBA National Business Institute

The following course was previously approved for Montana insurance continuing education credit. The course was not resubmitted for renewal in March of 1997.

Mastering Real Estate Titles and Title Insurance in Montana *6 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

American Express Financial Advisors

Risk Management: Implementing the Plan

This course addresses product knowledge of life insurance. The course is 1½ hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide specific information on group term insurance, universal life insurance, variable universal life insurance, executive carveout, human life value and determining life insurance needs. No offerings are scheduled pending course approval. *1 CH*

Risk Management Asset Allocation + Positioning

This course addresses product knowledge of life insurance and variable annuities. The course is 2 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide specific information on investment yield and risk, investments and taxation of investments, repositioning of assets, decreasing and increasing current income taxation and financial planning. No offerings are scheduled pending course approval. *1.5 CH*

Risk Management: Estate Planning: DAMETS

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on asset transfer, revocable living trusts, estate planning, wills, and irrevocable trusts. No offerings are scheduled pending course approval. *1 CH*

Pacific Mutual Life Insurance

Focusing on Asset Allocation and Variable Annuities

This course addresses product knowledge of variable annuities. The course is 2 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on capacity for risk, estate planning, stacks and bonds, real and nominal returns, investment style and asset performance. No offerings are scheduled pending course approval. *1 CH*

Dearborn Financial Publishing Inc

Section 403 (b) Manual

This course addresses product knowledge of annuities and life insurance. The course is 197 pages of self-study correspondence text designed to provide specific information on life insurance, SEP, deferred compensation and IRA retirement benefits, benefit coordination, tax implications, distributions, rollover and parties-in-interest. This is an on-going offering. *15 CH*

Introduction to Group Insurance, 4th Edition

This course addresses product knowledge life and health insurance. The course is 139 pages of self-study correspondence text designed to provide specific information on employee benefits, group underwriting, group life disability income and health insurance, group needs, enrolling group members and servicing group plans. This is an on-going offering. *10 CH*

Distributions from Qualified Plans

This course addresses product knowledge of annuities. The course is 130 pages of self-study correspondence text designed to provide general information on qualified retirement plans, general, minimum and premature distributions, excess accumulations and distributions, rollovers, transfers and distributions at death. This is an on-going offering. *10 CH*

Long-Term Care, 2nd Edition

This course addresses product knowledge of disability and health insurance. The course is 171 pages of self-study correspondence text designed to provide specific information on nursing home care, long term care providers, Medicare, Medicaid, long term care policies, group policies, life insurance riders, underwriting, and social versus private insurance. This is an on-going offering. *14 CH*

Variable Contracts

This course addresses product knowledge of variable annuities and life insurance. The course is 109 pages of self-study correspondence text designed to provide basic information on variable life and variable universal life insurance and annuities, regulation of variable contracts, taxation of variable contracts, separate accounts, annuitization and systematic withdrawal. This is an on-going offering. *8 CH*

Annuities, 2nd Edition

This course addresses product knowledge of annuities. The course is 167 pages of self-study correspondence text designed to provide specific information on variable annuitization, fixed deferred, interest-index, equity-indexed, bonus rate, certificate and bailout annuities, liquidity options, guarantee of principal, benefits, investment management, and taxation. This is an on-going offering. *15 CH*

Introduction to Financial Products

This course addresses product knowledge of life insurance and annuities. The course is 282 pages of self-study correspondence text, including 100 pages of insurance continuing education, designed to provide general information on investments, risk, savings, term and permanent life insurance, annuities, stocks, bonds, real estate, pooled investments, tangible assets, futures and options and evaluating financial products. This is an on-going offering. *8 CH*

FICF Graduate III (Introduction to Financial Products)

This course is identical to the previous course summarized, but is designed to be marketed to fraternal organizations. This is an on-going offering. *8 CH*

The following course was summarized and reviewed at the Advisory Council meeting of November 17, 1997.

Ethics for the Insurance Professional, 2nd Edition *5 CH*

Principles of Retirement Planning, 2nd Edition

This course addresses product knowledge of life insurance and variable annuities. The course is 236 pages of self-study correspondence text designed to provide general information on IRAs, non-qualified executive benefits, qualified plans and distributions, non-insurance investments, health care, and wealth distribution. This is an on-going offering.

14 CH

Understanding Personal Homeowners Insurance

This course addresses product knowledge of property insurance. The course is 125 pages of self-study correspondence text designed to provide general information on policy components, form comparisons, exclusions and conditions, liability coverages, endorsements, and exposures. This is an on-going offering. *10 CH*

Understanding Personal Auto Insurance

This course addresses product knowledge of property and casualty insurance. The course is 109 pages of self-study correspondence text designed to provide general information on personal auto insurance, declarations, endorsements, and definitions in the contract, liability, medical payments, and uninsured motorist coverage, coverage for damage to the vehicle of the insured, duties of the insured after an accident, and general policy provisions. This is an on-going offering. *8 CH*

Understanding Personal Umbrella Insurance

This course addresses product knowledge of liability insurance. The course is 96 pages of self-study correspondence text designed to provide basic information on risk management, personal liability insurance, umbrella liability contract requirements and components, declarations, insuring agreements, policy conditions, underwriting and exclusions. This is an on-going offering. *7 CH*

Life Underwriter Training Council

The following course is part of the Life Underwriter Training Council LUTC certification program.

International Forum 1998 Annual Meeting *15 CH*

American Skandia

The following ClienTell course was previously approved September 10, 1995.

Estate Planning *4 CH*

American Society of CLU & Chfc

New York Life Professional Advisors

This course addresses marketing capability. The course is 4½ hours of classroom instruction designed to provide general information on the Alaska Trust Act and estate planning under the tax act of 1997. The course is scheduled December 16, 1997. *4.5 CH*

NYL Agent's Session

This course addresses management. The course is 4 hours of classroom instruction designed to provide specific information on the Taxpayer relief act of 1997. The course is scheduled December 15, 1997. *4 CH*

United Insurance Educators, Inc

Variable Annuities

This course addresses product knowledge of variable annuities and ethics. The course is 10 hours of self-study correspondence text designed to provide specific information on annuity uses, variable annuities, asset allocation, risk and return, variable sub-accounts, advantages and disadvantages of variable products, annuity prospectus', rating systems, and ethical behavior. This is an on-going offering. *10 CH*

National Association of Surety Bond Producers

The following course was summarized for review at the Advisory Council meeting of August 22, 1996.

Surety Underwriting 1 *15 CH*

Professional Insurance Agents of Montana (PIA)

The following course was previously submitted by the National Association of Professional Insurance Agents.

E&O Mock Trial *3 CH*

Managing Workers' Compensation Risks

This course addresses product knowledge of health and disability insurance. The course is 2½ hours of classroom instruction designed to provide general information on risks, the Montana Safety Culture Act, risk reduction and accident investigation. The course is scheduled November 21, 1997. *2.5 CH*

J&H University

Surplus Lines Workshop

This course addresses product knowledge of surplus lines insurance. The course is 3 ½ hours of classroom instruction designed to provide specific information on non-admitted insurance, state jurisdiction, compliance, insurer eligibility, determining taxes, surplus lines coordinators, and placement records. No offerings are scheduled pending course approval. *3.5 CH*

The American College

The following course is part of the American College CLU and ChFC certification programs.

CE 217 Keeping the Family Business *3 CH*

Total Cost of Risk

This course addresses management. The course is 15½ hours of classroom instruction designed to provide specific information on identifying and measuring a company's total risk and implementing a plan based on that risk to meet financial objectives. No offerings are scheduled pending course approval. *15 CH*

Northwestern Mutual Life-General Agency MT

1997 Changes in Montana Life and Disability Insurance Statutes

This course addresses legislative changes in Montana insurance statutes. The course is 2 hours of classroom instruction designed to provide general information on legislative changes to Montana life and disability insurance statutes during the 1997 legislative session. The course was held October 10, 1997. *2 CH*

First American Title Insurance

1997 Changes in Montana Property and Casualty Insurance Statutes

This course addresses legislative changes in Montana insurance statutes. The course is 2 hours of classroom instruction designed to provide general information on legislative changes to Montana property and casualty insurance statutes during the 1997 legislative session. The course was held October 24, 1997. *1 CH*

The Life Underwriter Training Council

The following courses are part of the Life Underwriter Training Council LUTC Certification program.

Retirement Planning *15 CH*
Advanced Estate Planning *15 CH*

The American College

CE 217 Keeping the Family Business

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Northern Life Insurance

403(b) Overview & New Law

This course addresses marketing capability. The course is 3 hours of classroom instruction designed to provide specific information on the Taxpayer Relief Act of 1997, SIMPLE plans, 501(c)(3)s, medical spending accounts and the revision to health insurance deductions for the self employed. The course was held October 22, 1997. *3 CH*

Million Dollar Round Table

1997 Top of the Table Annual Meeting

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction, including 2 concurrent sessions, designed to provide in-depth information on disability income, 401(k)s, seminar selling and NIMCRUTs. The course was held October 30, 1997. *3 CH*

FBL Education Services

Financial Concepts 1

This course addresses marketing capability. The course is 24 hours of classroom instruction, that includes 8 hours of insurance continuing education, designed to provide general information on forms of business ownership, structuring pensions, estate planning concepts, term life insurance and Social Security as part of a retirement plan. The course was held November 10, 1997. *8 CH*

Financial Concepts 2

This course addresses marketing capability. The course is 24 hours of classroom instruction, that includes 13 hours of insurance continuing education, designed to provide specific information on the estate planning process, determining property ownership and the affect of ownership on an estate, trusts, wills, gifting, estate shrinkage, business insurance, business ownership, executive bonus and split dollar plans. The course is scheduled December 2, 1997. *13 CH*

Life Instructors, Inc

The Taxpayer Relief Act of 1997 and How It Affects You and Your Clients

This course addresses marketing capability. The course is 8 hours of self-study correspondence text designed to provide specific information on the affect of the Taxpayer Relief Act of 1997 on personal market capital gains, traditional and Roth IRAs, survivorship, personal estate planning, key employee life insurance and employee benefit plans. This is an on-going offering. *8 CH*

MSU Fire Training School

NFPA 921: Guide for Fire and Explosion Investigations

This course addresses management. The course is 32 hours of classroom instruction, that includes 5 hours of insurance continuing education, designed to provide specific information on investigating fire scenes to determine cause and in part possible insurance fraud or arson. The course was held September 2, 1997. *5 CH*

Gary D. Knopp's Insurance Institute

The following Pictorial courses were previously submitted to and reviewed by the Advisory Council and approved for insurance continuing education credit.

Commercial Auto Rating *10 CH*
Medical Tests and Signs *10 CH*
Estate Planning Concepts *12 CH*

The following course was previously submitted by the course provider and approved for Montana insurance continuing education credit. Course approval expired March 3, 1997.

Francesco G. D'Angelo

Financial Planning Process and Insurance - National Endowment for Financial Education/College for Financial Planning. *18 CH*

The University of Montana School of Law

1997 Tax Institute - The Taxpayer Relief Act of 1997

This course addresses marketing capability. The course is 10 hours of classroom instruction designed to provide in-depth information on the Taxpayer Relief Act of 1997, divorce taxation and the effect on estate planning, discount planning, and estate planning for the elderly. The course was held October 17, 1997. *10 CH*

General American Life Insurance Company

Business Planning School Client Needs Analysis/Asset Allocation

This course addresses product knowledge of life insurance. The course is 16 hours of classroom instruction, including 10 hours of insurance continuing education, designed to provide general information on types of business ownership, split dollar plans, non-qualified deferred compensation, SIMPLE plans and money purchase plans. The course was held August 4, 1997. *10 CH*

Fortis

Annuities 0796 - 1 Hour

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide basic information on fixed and variable annuities, taxation of annuitization, qualified and non-qualified contracts, premium taxes, and measuring annuity performance. No offerings are scheduled pending course approval. *1 CH*

Annuities 0796 - 2 Hour

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on fixed and variable annuities, taxation of annuitization, qualified and non-qualified contracts, when to use annuities, tax rules, premium taxes, and measuring annuity performance. No offerings are scheduled pending course approval. *2 CH*

Asset Allocation 1096 - 2 Hour

This course addresses marketing capability. The course is 2 hours of classroom instruction designed to provide basic information on risk assessment, diversification, return, portfolio development and rebalancing. No offerings are scheduled pending course approval. *2 CH*

Asset Allocation 1096 - 3 Hour

This course addresses marketing capability. The course is 3 hours of classroom instruction designed to provide general information on risk assessment, diversification, return, portfolio development and rebalancing. No offerings are scheduled pending course approval. *3 CH*

Asset Allocation - 4 Hour

This course addresses marketing capability. The course is 4 hours of classroom instruction designed to provide specific information on risk assessment, diversification, return, portfolio development and rebalancing. No offerings are scheduled pending course approval. *4 CH*

Continental Western Insurance Company

Commercial Account School

This course addresses property, casualty and liability insurance. The course is 20 hours of classroom instruction, including 10 hours of insurance continuing education, designed to provide specific information on commercial property insurance endorsements and coverages, liability insurance, business income insurance, commercial auto and workers compensation insurance. the course was held July 14, 1997. *10 CH*

The National Alliance for Insurance Education & Research

The following course is part of the National Alliance CIC and CISR certification programs.

James K. Ruble Seminar/Health Care Entities *20 CH*

Redland Insurance Company/American Agrisurance

1998 Spring Crop Insurance Update

This course addresses product knowledge of casualty insurance. The course is 6 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide specific information on the changes for the 1998 spring policy year to the multi-peril crop insurance policy, including, the federal Crop Insurcne Handbook, transitional yields, perennials, and the elimination of CAT. The course is scheduled February 12, 1998. *5 CH*

State Farm Insurance

Public Protection Classification

This course addresses marketing capability. The course is 2 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on determining property fire risk and community fire department response time using Global Information Systems (GIS) data. No offerings are scheduled pending course approval. *1 CH*

Clientell, Inc

Retirement Planning with 403(b)s

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide basic information on tax shelter annuities (TSA), employer/employee benefits and risks, funding vehicles, annuitization, and plan maintenance. No offerings are scheduled pending course approval. *1 CH*

Montana Association of Life Underwriters (MtALU)

the following course was previously submitted as part of the Life Underwriter Training Council LUTC certification program.

NALU/LUTC Disability Income Seminar *1 CH*

Mark C. Gerber

How Charitable Estate Planning Brings Benefits to Your Clients - Yellowstone Valley Estate Planners

This course addresses product knowledge of life insurance and annuities. The course is 4 hours of classroom instruction designed to provide specific information on charitable giving, charitable remainder trusts, unitrusts, annuity trusts, gift annuities, and gift planning. The course was held June 30, 1997. *4 CH*

American Skandia

The following ClienTell course was previously approved September 10, 1995.

Estate Planning - Classroom *2 CH*

The American College

The following course is part of the American College CLU and ChFC certification programs.

Financial and Insurance Strategies *3 CH*

CPCU Society

The following course is part of the CPCU Society Chartered Property Casualty Underwriter certification program.

Workplace Solutions: Managing EPL Exposures *3 CH*

MT West Farm Bureau

Sail Into Package Sales

This course addresses product knowledge of property insurance. The course is 9 hours of classroom instruction, including 4½ hours of insurance continuing education, designed to provide specific information on property, liability, auto, inland marine and umbrella policies and the Farm Bureau Country Squire Policy. The course was held November 10, 1997 *4.5 CH*

FBL Education Services

Variable Products

This course addresses product knowledge of life insurance and variable annuities. The course is 4 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide general information on NASD, IRAs, SEPs, life insurance, non-qualified accounts and client needs. The course was held November 12, 1997. *2 CH*

Education Service Satellite Broadcast

This course addresses marketing capability. The course is 5 hours of video teleconference, including 3½ hours of insurance continuing education, designed to provide general information on the Taxpayer Relief Act of 1997. The course was held November 14, 1997. *3.5 CH*

Principal Mutual - Individual

MBYB - Employee Benefits

This course addresses product knowledge of disability insurance. The course is 2 hours of classroom instruction designed to provide specific information on disability insurance, business disability, business succession risk management, income replacement, salary continuation, and split dollar plans. No offerings are scheduled pending course approval. *2 CH*

Center for Video Education Inc

Non-Traditional Insurance Programs/Classroom

This course addresses marketing capability. The course is 5 hours of classroom instruction designed to provide specific information on reinsurance, financing risk, analyzing an insured company's risk strategies, integrated risk programs and integrated risk approach. The course is scheduled December 19, 1997. *5 CH*

Non-Traditional Insurance Programs/Self Study
This course addresses marketing capability. The course is 5 hours of self-study correspondence text and video tape designed to provide specific information on reinsurance, financing risk, analyzing an insured company's risk strategies, integrated risk programs and integrated risk approach. This is an on-going offering. *5 CH*

John Bebee

Focus on IRA's - Universal Pensions

This course addresses marketing capability. The course is 6½ hours of classroom instruction designed to provide specific information on the Taxpayer Relief Act of 1997 effect on IRAs, traditional versus Roth IRAs, Roth IRA eligibility, transfers from traditional to Roth IRAs, tax consequences, distribution strategies, contributions and beneficiary options. The course was held October 2, 1997. *6.5 CH*

Health Insurance Association of America (HIAA)

The following course is part of the Health Insurance Association of America Managed Healthcare Professional and Health Insurance Advisor certification programs.

Long Term Care, 2nd ed. *15 CH*

Montana Insurance Education Foundation

Montana Insurance Law Update 1997-1998

This course addresses Montana insurance law. The course is 2 hours of classroom instruction designed to provide general information on the Montana Insurance Division and programs and the bills affecting the insurance industry presented during the 1997 legislative session. The course was held October 27, 1997. *2 CH*

The following courses were summarized in the Course Review Summaries - Addendum 1 for November 20, 1997.

Professional Insurance Agents of Montana

1997 Legislative Changes to Montana Property and Casualty Insurance Statutes *1 CH*

Montana Insurance Education Foundation

1997 Legislative Changes to Montana Property and Casualty Insurance Statutes *1 CH*
1997 Legislative Changes to Montana Life and Disability Insurance Statutes *2 CH*

Montana Association of Life Underwriters

1997 Legislative Changes to Montana Property and Casualty Insurance Statutes *1 CH*
1997 Legislative Changes to Montana Life and Disability Insurance Statutes *2 CH*

RSC financial

service • selection • security

September 16, 1997

RECEIVED
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OFFICE
SEP 19 9 31 AM '97
HELENA, MONT.

Montana Insurance Continuing Education Program
State Auditor's Office
P.O. Box 4009
Helena, Montana 59604-4009

ATTENTION: Mary A. Arnold
Continuing Education Program

Dear Mary,

Thank you for the approval of our 2 continuing education courses - Health & Life Insurance #101 and Annuities & their use in the Insurance Industry #102 for Regional Services Company.

While we do appreciate your approval, we do need to request an increase in the credit hours, if possible, to 5 hours each. In preparing the courses we attempted to do our homework to find out how various states calculated the number of hours they would credit for a specific course. The rule of thumb appeared to boil down to 15-20 pages of reading material for every course hour. It was joked about that many courses would utilize large print with wide spacing and simple concepts in order to make their course more appealing to those desiring easy credits.

If you would be so kind as to allow us to point out that our courses have 113 and 90 pages respectively of some of the most difficult and intricate concepts in our industry. It often times takes 2 or 3 readings of just one paragraph to grasp the concept and ultimately the answer to the question one has. We feel very strongly that:

a) Tax Facts is a valuable and often used resource in the insurance community today and therefore is worthwhile and relevant to study.
b) the tax laws and their ramifications to our industry and our clients are not nearly as simplistic as many insurance concepts such as risk, which once understood generally doesn't change.
c) anyone who is willing to struggle through and read 90 to 113 pages of difficult legalese, financial concepts, and tax laws which are extremely relevant to the advice, and presentation they give to their clients, deserve the full 5 hours of credits.

Thank you for the opportunity to state our case. Please understand that for some of you who have legal backgrounds the information may appear to be a "piece of cake", but I believe that for most agents out there this is one of the most difficult realms in the industry.

As you have requested in your approval letter dated September 9th, 1997, we have submitted the 2 other states in which we have received approval from thus far and the credits granted by those states.

Again, thanks for listening.

Sincerely,

John D. Haller

JDH:ck

Attachment

CONTINUING EDUCATION

Regional Services Company has received approval for their continuing education courses Health & Life Insurance #101 and Annuities and their use in the Insurance Industry #102 in the following states:

South Dakota approved 5 hours of credit for each course on May 06, 1997

Wyoming approved 5 hours of credit for each course on June 27, 1997

Copies of the approval letters from each state are attached.

November 14, 1997

John Haller
Regional Services Company
3500 S. Phillips Ave. Ste. 245
Sioux Falls, SD 57105

Dear Mr. Haller:

We have received your request for reconsideration of credit hour assignment for the Regional Services Company courses: *General Applications-Health & Life Insurance #101*, 278-2000-001 and *Annuities & Their Use in the Insurance Industry #102*, 278-2000-002.

Please submit eight complete sets of course materials for each course to:

Montana Insurance Continuing Education Program
P.O. Box 4009
Helena, Montana 59604

or

Montana Insurance Continuing Education Program
Sam Mitchell Building, Room 270
126 North Sanders
Helena, Montana 59620

A corporal meeting of the Insurance Continuing Education Advisory Council will be scheduled for review of this request after we receive the requested materials and after the council members have an opportunity to review the materials in their entirety.

Please enclose a copy of this letter with your shipment. Thank you.

Sincerely,

Mary A. Arnold
Continuing Education Program

MAA/nh

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA - Revised

October 9, 1997

Sam Mitchell Building-Room 270

Telephone Conference

Call to order	3:30
Request by Sponsoring Organization - Dyer & Borquist	3:40
Presentation of course renewals and summaries	4:00
Public Comment	4:15
Discussion of course renewals and summaries	4:30
Council direction to staff	4:45
Administrative Details	4:50

Next Meetings

November 20, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

December 11, 1997 - 3:30, Advisory Council Meeting, Telephone Conference, or

December 18, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn	5:00

October 8, 1997

Insurance Continuing Education Advisory Council

Conference Call Minutes

August 21, 1997

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 pm.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett, Recording Secretary

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

All documents were received by council members, course renewals were discussed, there were no questions. Copies attached as exhibit 2, exhibit 3 and exhibit 4.

Public Comment

none

Discussion of Course Renewals Summaries

McDade moved and Boon seconded the motion to accept course review summaries as presented and recommended course approval to the commissioner; motion carried unanimously.

Council Direction to Staff

None

Administrative Details

Future meeting dates:

October 9, 1997

November 20, 1997

Adjournment

Boon moved to adjourn meeting, John seconded the motion. The meeting adjourned at approximately 3:55 p.m.

DYER, BORGQUIST & CHARSHAFJIAN
109 E. MAIN STREET
P.O. BOX 1370
BOZEMAN, MT 59771-1370

(406) 582-0818
(406) 586-0418 (FAX)

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Paul Borgquist

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DYER, BORGQUIST & CHARSHAFJIAN, P.L.L.P.
109 E. MAIN STREET, SUITE 1
P.O. BOX 1370
BOZEMAN, MT 59771

TRACY J. DYER
CARL E. BORGQUIST
TIMOTHY A. CHARSHAFJIAN
STEVEN L. HOCK, P.C. - OF COUNSEL

TELEPHONE (406) 582-0818
FACSIMILE (406) 586-0418
E-MAIL DBandC@IMT.NET

October 8, 1997

Commission on Continuing Education
Commissioner of Insurance
Mitchell Building
P.O. Box 40009
Helena, MT 59604

Dear Commissioners:

Last December we submitted a syllabus for a 10 hour course on Estate Planning and Insurance broken into seven individual segments on various subtopics. We anticipated requests for portions of the course due to its length and complexity. Recently, we were approached by insurance professionals in Bozeman to provide instruction for credit on the subtopic of Life Insurance Trusts previously submitted. We agreed to provide this instruction not realizing that additional permission was required for the office to obtain credit; we are scheduled to give the instruction this Saturday, October 11th.

Clearly, not understanding the need to obtain prior written approval for this was our mistake. We would respectfully request, however, that you consider our request for approval at your October 9th meeting so that the professionals counting on this credit can receive it.

Please accept our heartfelt apology for this oversight on our part. Thank you in advance for your consideration.

Sincerely,

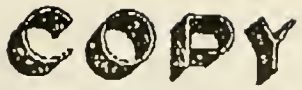
DYER, BORGQUIST & CHARSHAFJIAN

CARL E. BORGQUIST

TRACY J. DYER

Encl: prior submission

December 19, 1996



Carl Borquist
Dyer & Borquist
PO Box 1370
Bozeman, Montana 59771-1370

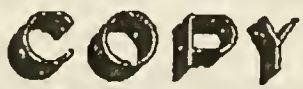
Dear Mr. Borquist:

The following course is approved December 10, 1996 by the Commissioner of Insurance for Insurance Continuing Education credit in Montana.

Course Name	Course Number	Credit Hours
Estate Planning & Insurance: What you need to know to help your...	253-1000-001	10

Dates and location of course offerings must be submitted prior to any course offering. Please submit a list of other states that have approved the courses and the credits granted by those states. If you need additional information, please write.

Sincerely,



Mary A. Arnold
Continuing Education Program

From : WALSH & MCKENNA PHONE No. : 406 586 4994 Oct. 08 1997 11:07AM P0

November 11, 1996

From: Carl Borgquist of Dyer and Borgquist, Attorneys at Law

To: Commissioner of Insurance (Continuing Education Program)

Subj: Course submission requirements: "Estate Planning and Insurance: What you need to know to assist your clients in making informed insurance decisions for estate planning purposes"

1. Course Goals and Objectives

Goals and Objectives: To provide the student instruction with regard to the current methods of creating a comprehensive estate plan. At the end of the course each student should be able to understand common planning techniques used to assist clients with or without high net value estates and further how the utilization of these techniques will effect the nature and amount of insurance used as part of the process. By having this knowledge, the student will be able to assist the client in making an informed decision with regard to the amount and kind of insurance purchased for a myriad of estate planning purposes. Without either the knowledge of the concepts taught at this course any advice given by a professional for an insurance purchase may be uninformed. Thus, this course will directly benefit the professional and the client public.

2. Course Syllabus: (please see also detailed summary's)

First Session (Tuesday December 17, 1-6pm Holiday Inn, Bozeman)

"NUTS AND BOLTS ESTATE PLANNING"

I. Introduction

A. Overview of two day CE

B. A primer on Wills & Trusts (90 minutes)

- brief history of the development of will and trust law

- the advantages and disadvantages of will/trust based planning

C. The tax ramifications of planning with joint tenancy

D. Review of Uniform Probate Code & pay on death (POD) designations

From : WALSH & MCKENNA PHONE No. : 406 586 4994 Oct. 08 1997 11:07AM P

E. Misc issues: Living Wills, Health Care Powers of Attorney, Medicaid

II. Estate & Gift Taxes (60 minutes)

A. Examination of estate and gift tax - how to best utilize the unified credit of spouses with a credit shelter trust.

III. The Irrevocable Life Insurance Trust (ILIT) (120 minutes)

A. An overview of the life insurance trust (ILIT) including recent legal developments with regard to demand right notices.

IV. Group estate and insurance problem and wrap-up (60 minutes)

Students will work through a hypothetical problem applying knowledge from the three principal topics - instructors to answer follow-up questions

Second Session (Wednesday, December 11, 1-5pm, Holiday Inn, Bozeman)

"ADVANCED PLANNING TECHNIQUES"

I. Generation Skipping Tax (60 minutes)

A. What you need to know about this tax and its impact on intergenerational giving/planning. Using life insurance to leverage the GST exclusion for maximum benefit.

II. QPRT's (60 minutes)

B. How to take a second residence out of a gross estate with a specialized form of trust -- how this trust works and its tax impact - review hypothetical

III. Charitable Remainder Trusts (60 minutes)

A. Tax planning for the next decade -- an explanation of the enormous estate, capital gain and income tax benefits available by use of this kind of planning and how it can fit into an overall financial plan for retirement. How life insurance can be used to plan for charity and family.

From : WALSH & MCKENNA PHONE No. : 406 586 4994 Oct. 08 1997 11:08AM P

IV. Business/Estate Planning (60 minutes)

A. What you need to know about FLP's, LLC's, LLP's and their use by estate planning professionals. Use of life insurance in buy sell agreements and other succession plans.

V. Group problem and wrap-up (60 minutes)

Students will work through a hypothetical problem applying knowledge from the four principal topics as well as first days instruction-students will initially work individually and then as a group-instructors to answer follow-up questions.

3. Method of administering examinations

- listed in syllabus

4. Attendance

- students will be required to sign in and out of each session

5. Method of record maintenance

- instructors will provide certified record of instruction after verifying attendance

6. Other State Approval

none

7. Instructors

Tracy Dyer and Carl Borgquist (please see enclosed bio's)

If you have any questions or need further information please do not hesitate to contact me at (406) 582-0818.

Respectfully submitted,

Carl E. Borgquist

From : WALSH & MCKENNA PHONE No. : 406 586 4994 Oct. 08 1997 11:08AM P0

DYER, BORGQUIST & CHARSHAFJIAN
109 E. MAIN STREET
P.O. BOX 1370
BOZEMAN, MT 59771-1370

(406) 582-0818
(406) 586-0418 (FAX)

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III: IRREVOCABLE LIFE INSURANCE TRUST

A. An Overview

Structure of an ILIT-explain trustmaker, trustee, beneficiaries, withdrawal right beneficiaries, death beneficiaries.

Individual vs. Joint Trust

Community Property considerations

Death Tax payment

B. ILIT's and the annual exclusion

The Crummey case

The lapse of a demand or withdrawal right

The hanging Crummey power

Multiple demand right beneficiaries

Separate vs. common trust for lifetime beneficiaries

Notification of the demand right

C. ILIT's and the unified credit

IRC 2036(c)

D. Income Taxation and the ILIT

Income Taxation of the trustmaker

Income Taxation of the beneficiaries

Income Taxation of the ILIT

E. Split dollar arrangements

Types of split dollar arrangements

Premium payment variations

Taxation

Corporate split dollar life insurance

The economic benefit of the insured/employee

Family split dollar life insurance

The economic benefit to the family member

F. IRC 2035

Gifts within three years of the date of death

The "deemed" transfer theory

The agency theory

The conduit theory

The Leder case and the demise of the IRS theories

Problems under 2035

Drafting considerations under 2035

G. Generation Skipping Transfer aspects

Leveraging life insurance with the use of the GST exclusion

H. Establishing an ILIT

Twelve Steps:

1. Need for an ILIT is establish
2. Terms are designed
3. Insurability issues resolved
4. Attorney drafts document
5. Client and Trustee sign
   -Trustee applies for EIN
6. Split dollar plans corporate documents signed

7. Individual split dollar collateral assignment agreement executed
8. Trustee applies for life insurance
9. Trustmaker makes initial gift to ILIT
10. Trustee opens checking account in name of trust
11. Trustee notifies beneficiaries in writing of gifts made
12. Trustee pays premium

Federal tax return filing requirements

Trustee selection

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1995. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Clientell, Inc.

The Complete Guide to Annuities	*5 CH*
Principles of Variable Annuity Portfolio Optimization	*2 CH*

Hartford Life Insurance Company

The Estate Planning Process	*3 CH*
Split Dollar Life Insurance	*3 CH*

Pictorial, Inc.

Agent Conduct & Ethics for Montana	*4 CH*

All American Life Insurance Company

Ethical Marketing: It's Good Business	*2.5 CH*

Pentera Group, Inc.

Variable Universal Life 10 CH

National Farmers Union Property and Casualty Company

Career Agent Seminar II 10 CH

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

DADCO

DADCO Annual Meeting 1997

This course addresses marketing, management and product knowledge of variable annuities. The course is 6 hours of classroom instruction, including 4 hours of insurance continuing education, designed to provide specific information on personal resource analysis, retirement plans, trusts and the Alaska Trust Act, and risk analysis, diversification and asset allocation. The course is scheduled October 11, 1997. *4 CH*

Noble Continuing Education

Commercial Liability Accounts

This course addresses product knowledge of property and casualty insurance. The course is 71 pages of self-study correspondence text designed to provide general information on commercial accounts, , general liability insurance, individual liability insurance, vehicle liability and commercial vehicle insurance. This is an on-going offering. *7 CH*

Managed Care

This course addresses product knowledge of health insurance. The course is 62 pages of self-study correspondence text designed to provide general information on managed health care delivery systems, enrollment and coverage, health insurance contracts, optional provisions, and policy delivery. This is an on-going offering. *7.5 CH*

Business Continuation

This course addresses product knowledge of life insurance. The course is 93 pages of self-study text designed to provide specific information on types of partners, sole proprietorships, taxation, death of partners and stockholders and transfer of interests. This is an on-going offering. *4 CH*

Advanced Market Guide

This course addresses product knowledge of life insurance. The course is 76 pages of self-study correspondence text designed to provide general information on estate administration, key person insurance, estate planning, and executive bonus plans. This is an on-going offering. *7 CH*

Insuring Key Employees

This course addresses product knowledge of life insurance. The course is 58 pages of self study correspondence text designed to provide general information on insuring key employees, insurable interest, retirement of key employees and buy-sell agreements. This is an on-going offering. *5 CH*

P.L.U.S.

1997 International Conference

This course addresses product knowledge of casualty insurance. The course is 7 hours of classroom instruction designed to provide general information on architects and engineers liability, lawyers professional liability, mutual fund & investment advisors errors and omissions insurance, bad faith and employment practices liability, and managing D & O risk. The course is scheduled November 13, 1997. *7 CH*

Wood Logan Associates

Fixed Annuity Concepts

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide general information on fixed versus variable annuities, market value charge and adjustment, market value adjusted annuities, laddering techniques, and value adjustments. No offerings are scheduled pending course approval. *1 CH*

Commonwealth Land Title Insurance Company

Commonwealth Agents Seminar: I. Bankruptcy, II. Review of ALTA Owners and Loan Policy Forms

This course addresses product knowledge of title insurance. The course is 2 hours of classroom instruction designed to provide specific information on the effect of bankruptcy on property titles and property conveyance. The course was held August 9, 1997. *2 CH*

Planning Corporation of America

Annuity and Life Insurance - A Primer

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide general information on variable annuities, term, whole, universal, and variable life insurance and business planning uses of life insurance. The course was held September 19, 1997. *1 CH*

First Colony Life Insurance

The Untouchables

This course addresses product knowledge of life insurance. the course is 3 hours of classroom instruction designed to provide basic information on life insurance planning to reduce estate taxes, and irrevocable life insurance trusts. The course was held September 25, 1997. *3 CH*

Nationwide Life Insurance Company

Evaluating Variable Universal Life

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide specific information on variable universal life insurance, fixed versus variable products, variable universal life illustrations, insurance carriers and projected rates of return. No offerings are scheduled pending course approval. *1 CH*

The following Montana insurance producers and consultants have each individually submitted the listed course for individual credit. The course was summarized in the courses for review at the meeting of August 21, 1997.

Darrell Larson

Paul Principe

Rudolph A. Skonord

Theodore M. Elliott

Medical Savings Account 1296/Individual Medical PT1093R/Employee Benefits - Time Insurance/Fortis Sales *1 CH*

Time Insurance Agency/Western States

Personal Lines - Level I

This course addresses product knowledge of property and casualty insurance. The course is 8 hours of classroom instruction, including 6½ hours of insurance continuing education designed to provide basic information on insurance marketing, dwelling forms, homeowners insurance, liability insurance, automobile insurance, other personal insurance and umbrella coverage. The course was held September 10, 1997. *6.5 CH*

Personal Lines - Level II

This course addresses product knowledge of property and casualty insurance. The course is 8 hours of classroom instruction, including 6½ hours of insurance continuing education designed to provide general information on insurance marketing, dwelling forms, homeowners insurance, liability insurance, automobile insurance, other personal insurance and umbrella coverage. The course was held October 1, 1997. *6.5 CH*

Personal Lines - Level III

This course addresses product knowledge of property and casualty insurance. The course is 8 hours of classroom instruction, including 6½ hours of insurance continuing education designed to provide specific information on insurance marketing, dwelling forms, homeowners insurance, liability insurance, automobile insurance, other personal insurance and umbrella coverage. No offerings are scheduled pending course approval. *6.5 CH*

Northwestern Mutual Life Insurance Company

Advanced Planning Seminar

This course addresses product knowledge of life insurance and annuities. The course is 11 hours of classroom instruction designed to provide specific information on estate planning, irrevocable life insurance trust,split-dollar life insurance, charitable giving, business continuation planning, buy-sell arrangements, and executive benefits. The course was held September 22, 1997. *11 CH*

Minnesota Mutual

1997 Fall Meeting

This course addresses product knowledge of life insurance and annuities. The course is 4½ hours of classroom instruction designed to provide general information on the effect of company and performance ratings on variable products, churning, client risk, variable life insurance, and standard variable options. This course was held September 15, 1997. *4.5 CH*

CIGNA

Annuity Concepts

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide basic information on annuities, accumulation, tax deferral, payout options, types of annuities and advantages. No offerings are scheduled pending course approval. *1 CH*

Western States Insurance Agency Inc

Understanding the Commercial Quoting Process - How to Best Protect Your Client

This course addresses product knowledge of property and casualty insurance. The course is 3½ hours of classroom instruction designed to provide general information on the insured, claims history, property coverages,general liability, auto coverage, workers' compensation and umbrella coverage. The course was held September 10, 1997. *3.5 CH*

Sun Life of Canada

Passing on the Wealth

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide general information on estate planning steps and trusts. No offerings are scheduled pending course approval. *2 CH*

Planco

Income Engineering

This course addresses product knowledge of life insurance and annuities. the course is 2 hours of classroom instruction designed to provide general information on variable annuitization, required minimum distributions, annuities for early retirees, and variable life insurance. No offerings are scheduled pending course approval.

2 CH

The American College

Tax Conference '97 - The Event of the Year

This course addresses product knowledge of life insurance and annuities. The course is 3 hours of video teleconference designed to provide specific information on estate planning, trusts, life insurance partnerships, succession planning, qualified retirement plan distributions. The course is scheduled December 3, 1997.

3 CH

Nationwide Life Insurance Company

Transfer Tax Planning

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide in-depth information on estate planning, probate and non-probate, irrevocable life insurance trusts, executive compensation and deferred benefits, charitable remainder trusts, and survivor trusts. No offerings are scheduled pending course approval.

2 CH

Professional Liability Underwriting Society

The following courses are part of the Professional Liability Underwriting Society Registered Professional Liability Underwriter designation program.

Professional Liability RPLU Part II	*5 CH*
Professional Liability Non-Medical RPLU Part III	*5 CH*
Professional Liability Non-Medical RPLU Part IV	*12 CH*
Directors and Officers RPLU Part V	*15 CH*

Life Underwriter Training Council

The following course is part of the Life Underwriter Training Council LUTC certification program.

Legal and Ethical Business Practices	*3 CH*

Montana Association of Life Underwriters (MtALU)

The following courses were previously reviewed and approved as part of the Life Underwriter Training Council LUTC certification program.

NALU/LUTC S-Corps: Operation & Estate Planning Techniques	*5 CH*
NALU/LUTC Legal & Ethical Business Practices	*3 CH*
NALU/LUTC Foundations of Estate Planning	*4 CH*
NALU/LUTC Total Insurance Planning Life Products in the Multiline Practice	*2 CH*

The following Montana insurance producer has individually submitted this course for individual credit. The course was previously summarized reviewed and approved as a submission by the University of Great Falls.

William A. Harp

Fundamentals of Employee Benefit Programs - University of Great Falls *45 CH*

Stewart Title Guaranty Company

Marketability Record Title Act

This course addresses product knowledge of title insurance. The course is 6½ hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide specific information on the Marketable Record Title Act and its use in insuring defective titles. The course was held September 23, 1997.

1.5 CH

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

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Delta Life & Annuity Company

Wealth Replacement Trusts and Estate Planning

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide general information on charitable remainder trusts and Unitrusts, and irrevocable life insurance trusts. The course is scheduled October 27, 1997. *2 CH*

Indexed Annuities...Broadening the Market

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on fixed versus variable annuities versus indexed annuities, indexed annuity illustrations. The course is scheduled October 26, 1997. *2 CH*

Making Life Insurance Work for the Annuity Producer

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide basic information on life insurance products for older clients, living benefit riders, and underwriting. The course is scheduled October 25, 1997. *2 CH*

Estate Planning Issues Involving Non-Qualified Annuities

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide specific information on annuities in estate planning, single premium deferred annuities, annuity surrenders and withdrawals, split or combination annuities, term certain annuities, and distribution. The course is scheduled October 25, 1997. *2 CH*

Assets versus Income: The Retirement Dilemma

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on annuity benefits, distributions, fixed and variable annuitization and diversification of distribution. The course is scheduled October 26, 1997. *2 CH*

Richards Education Service

Current Life Concepts & Products

This course addresses product knowledge of life insurance. The course is 239 pages of self-study correspondence designed to provide basic information on term, whole and adjustable life, payment and payout variations,variable, universal and variable universal life, fee based products and the life insurance contract. This is an on-going offering. *10 CH*

Today's Annuities

This course addresses product knowledge of annuities. The course is 197 pages of self-study correspondence designed to provide general information on annuities, advantages and disadvantages, payment and payout variations, annuitization, indexed annuities, uses and limitations. This is an on-going offering. *10 CH*

Insurance Laws and Ethics

This course addresses insurance laws. The course is 149 pages of self-study correspondence text designed to provide general information on insurance laws and regulations, state and federal regulation, legal characteristics of insurance, contract components, laws regarding ethical behavior and tax laws which apply to business insurance. This is an on-going offering. *8 CH*

Model Illustration Regulation

This course addresses marketing of life insurance. The course is 77 pages of self-study correspondence text designed to provide specific information life insurance illustrations, rules and prohibitions, annual reports and certifications, separability and state variations. This is an on-going offering. *4 CH*

State Farm Insurance

State of Insurance Law in Montana 1997

This course addresses insurance law. The course is 2 hours of classroom instruction designed to provide general information on 1997 legislative action, court rulings affecting the insurance industry, health insurance and joint liability issues and unfair claims practices. The course is scheduled October 8, 1997. *2 CH*

M397 - Business in the Home

This course addresses product knowledge of property insurance. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on business property coverage needs, perils, purpose of coverage and the State Farm Homeowners Policy option BU. No offerings are scheduled pending course approval. *.5 CH*

M497 - Advanced Contract Bonds

This course addresses product knowledge of surety. The course is 2 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide specific information on contract bond terminology, types of bonds, underwriting bonds, and the State Farm Contract Bond Application packet. No offerings are scheduled pending course approval. *1.5 CH*

M597 - Advanced Non-Contract Bonds

This course addresses product knowledge of surety. The course is 2 hours of classroom instruction designed to provide general information on suretyship, license and permit bonds, court bonds, and public official bonds. No offerings are scheduled pending course approval. *2 CH*

M697 - Basic Contract Bonds

This course addresses product knowledge of surety. The course is 2 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide basic information on contract bond terminology, types of bonds, financial statements, and the State Farm Contract Bond Application packet. No offerings are scheduled pending course approval. *1.5 CH*

M797 - Basic Non-Contract Bonds

This course addresses product knowledge of surety. The course is 2 hours of classroom instruction designed to provide basic information on suretyship, license and permit bonds, court bonds, and public official bonds. No offerings are scheduled pending course approval. *2 CH*

M897 - Fidelity Bonds

This course addresses product knowledge of surety. The course is 2 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on fidelity bonds, terminology, scope of coverage, State Farm Monoline Fidelity Bond applications and questionnaires. No offerings are scheduled pending course approval. *1 CH*

National Association of Surety Bond Producers

The Future of Commercial Surety

This course addresses product knowledge of surety. The course is 2 hours of classroom instruction designed to provide specific information on contract and commercial surety, and miscellaneous bonds and underwriting. The course is scheduled November 6, 1997. *2 CH*

Jackson National Life Distributor

9 Best variable Annuity Strategies

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide specific information on annuitization, taxation, equity linked index annuities, charitable remainder trusts and retirement income options. No offerings are scheduled pending course approval. *1 CH*

Center for Video Education Inc

Reinsurance: Tradition in Transition - classroom

This course addresses product knowledge of reinsurance products. The course is 6 hours of classroom instruction designed to provide general information on reinsurance definitions, the marketplace, the impact of litigation and utmost good faith. The course was held July 11, 1997. *6 CH*

Reinsurance: Tradition in Transition - self-study

This course addresses product knowledge of reinsurance products. The course is 6 hours of self-study correspondence text designed to provide general information on reinsurance definitions, the marketplace, the impact of litigation and utmost good faith. This is an on-going offering. *6 CH*

Montana Insurance Education Foundation

Errors & Omissions Loss Control

This course addresses management. The course is 6 hours of classroom instruction designed to provide specific information on agency activities designed to reduce errors and omissions, to contain and control losses and exposures due to errors and omissions in processing insurance contracts. The course was held September 30, 1997. *6 CH*

Advanced Errors & Omissions

This course addresses management. The course is 6 hours of classroom instruction designed to provide specific information on agency activities designed to reduce errors and omissions claims and to contain and control losses and exposures due to errors and omissions in processing insurance contracts and internal procedures to implement to reduce error and omission exposures. The course was held September 30, 1997. *6 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

August 21, 1997

Sam Mitchell Building-Room 270

Telephone Conference

Call to order	3:30
Presentation of course renewals and summaries	3:40
Public Comment	3:50
Discussion of course renewals and summaries	4:10
Council direction to staff	4:20
Administrative Details	4:30

Next Meetings

October 9, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

November 20, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn	4:30

August 18, 1997

Insurance Continuing Education Advisory Council

Conference Call Minutes

August 21, 1997

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 pm.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett, WP

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

All documents were received by council members, course renewals were discussed, there were no questions.

Public Comment

none

Discussion of Course Renewals Summaries

McDade moved and Robin seconded the motion to accept course review summaries as presented and recommended course approval to the commissioner.

Council Direction to Staff

Administrative Details

Future meeting dates:

October 9, 1997

November 20, 1997

Adjournment

Robin moved to adjourn meeting, John seconded the motion. The meeting adjourned at approximately 3:55pm

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

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Health Insurance Association of America

Managed Care: Part A	*15 CH*

State Farm Insurance

Montana Insurance Statutes and Changes in Montana Insurance Statutes and Administrative Rules	*1 CH*

Minnesota Mutual

ATA School	*15 CH*
Market Development School	*11.5 CH*
Advanced Marketing Specialist School	*13 CH*
Advanced Marketing Summit	*12 CH*

Farmers Insurance Group

Career School	*15 CH*
Special Restaurant Package	*1 CH*
CSTP 1 - Commercial Vehicles	*1 CH*
CSTP 1 - Commercial Property	*2.5 CH*
CSTP 1 - Commercial General Liability	*1.5 CH*
Personal Auto Policy	*1.5 CH*
Auto Policy Processing System	*1 CH*
A.C.S. - Garage Plan Insurance	*3.5 CH*
Estate Planning	*3.5 CH*
Business Life	*3.5 CH*
A.C.S. - Apartment and Condo Insurance	*3.5 CH*
A.C.S. - Workers' Compensation Insurance	*3.5 CH*
A.C.S. - Contractor's Insurance	*3.5 CH*
A.C.S. - Risk Selection and Agency Operations	*3.5 CH*
FFUL Contract	*3 CH*
Customer Service Representative Seminar	*8 CH*
CSTP II - Regional Commercial School	*14 CH*
Farmers Premier 50+	*.5 CH*
Life Insurance Basics and Products Training Course	*6 CH*
Annuity Plans	*1.5 CH*
Account Underwriting	*3 CH*

COURSE REVIEW SUMMARIES

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Prudential Insurance

Insurance-Related Compensation Arrangements

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on insurance-related compensation arrangements, split-dollar and non-qualified deferred compensation plans, bonus life insurance and ERISA implications. The course was held August 4, 1997. *2 CH*

Generation Skipping Transfer

This course addresses product knowledge of life insurance. the course is 2 hours of classroom instruction designed to provide general information on generation skipping transfers, dynasty trust, gifts of life insurance and reverse QTIP elections. This course was held August 4, 1997. *2 CH*

Understanding the Family-Owned Business

This course addresses marketing. The course is 2 hours of classroom instruction, including ½ hour of insurance continuing education, designed to provide basic information on emotions of estate planning, the boundaries between family and business issues, including the spouse during fact-finding and parents concerns regarding childrens' relationships after the parents' deaths. The course was held August 5, 1997. *.5 CH*

What's New and What's Left in Sophisticated Estate Planning

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on estate planning, insurance products in charitable giving, split dollar plans, irrevocable insurance trusts and qualified pension plans. The course was held August 4, 1997. *2 CH*

Wealth Transfer Planning in the Trenches

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide specific information on wealth transfer valuation, irrevocable trusts, life insurance planning and unified credit trust. This course was held August 4, 1997. *2 CH*

Group Term Carve-Outs

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on group term life insurance, common benefits, contributory plans and conversion privileges and taxation of discriminatory plans. The course was held August 4, 1997. *2 CH*

Qualified Plans and Estate Planning

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on IRS maximum and minimum distributions with gifts and life insurance and excessive distributions from qualified plans. The course was held August 4, 1997. *2 CH*

Non-Qualified Retirement/Case Studies

This course addresses marketing and product knowledge of life insurance. The course is 2 hours of classroom instruction, that includes 1 hour of insurance continuing education, designed to provide specific information on handling sales presentations, life insurance as a funding vehicle for golden handcuffs and reviewing existing life insurance policies in a closely-held corporation. The course was held August 8, 1997. *1 CH*

Tax Deferred Annuities

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on tax deferred annuities, 403(b) plans or tax sheltered annuities, and ERISA plans. The course was held August 7, 1997. *2 CH*

Insurance for Business Needs Tax Law Problems

This course addresses product knowledge of life insurance and management. The course is 2 hours of classroom instruction designed to provide specific information on tax laws affecting life insurance, distributions, plan arrangements, ownership and funding. The course was held August 4, 1997. *2 CH*

Life Insurance in Qualified Plans

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on plan funding, ownership, funding qualified plans or tax deferred annuities with life insurance, pensions versus profit sharing and taxation of death benefits. The course was held August 7, 1997. *2 CH*

Split Dollar A-Z

This course addresses product knowledge of life insurance. the course is 2 hours of classroom instruction designed to provide general information on split dollar life insurance plans, types and methods of split dollar planning, collateral assignment, endorsement, contributory and non-contributory. The course was held August 5, 1997. *2 CH*

Family Limited Partnership: Everything Old is New Again

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction, that includes ½ hour of insurance continuing education, designed to provide general information on irrevocable life insurance trust, Crummey provisions, gift limitation and insurable interest. The course was held August 4, 1997. *.5 CH*

The American College

The following course is part of the American College CPCU certification program.

CE 104 Financial Planning 2000 *15 CH*

The following Montana insurance producers and consultants have each individually submitted this summarized course for individual credit.

Kelly Bonnell Franck
Harry G. Grosvold
Sandra J. Holst
David H. Campbell
Richard J. Rankin
Vernon L. Whiteman
Darrell Larson
Eric W. Hoffman

Medical Savings Account 1296/Individual Medical PT1093R/Employee Benefits - Time Insurance/Fortis Sales

This course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide basic information on the Health Insurance Portability and Accountability Act of 1996, Time health insurance policies and group health insurance policies. The course was held June 10, 11, 12, and 13, 1997. *1 CH*

American Society of CLU & ChFC

The following courses are part of the American Societys' CLU and ChFC certification programs.

Income and Estate Tax Planning with Large IRAs *2 CH*
Ethics *1.5 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

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Rain and Hail, L.L.C.

1998 Crop Year Fall Agency Training

This course addresses product knowledge of casualty insurance. The course is 5½ hours of classroom instruction, including 4½ hours of insurance continuing education designed to provide specific information on the Federal Crop Insurance Corporation insured tracking program, 1998 Crop Revenue Coverage, MPCI actuarial rating, Forage/Forage Seeding coverages, and acreage and production reporting. The course is scheduled August 19, 1997.

4.5 CH

National Association of Surety Bond Producers

Introduction to Finite Risk

This course addresses product knowledge of reinsurance. The course is 2½ hours of classroom instruction designed to provide specific information on finite risk transactions, determining premium for a liability over a specific time period, the advantages and disadvantages of reinsurance and underwriting reinsurance products. The course is scheduled October 4, 1997. *2.5 CH*

Hartford Life Insurance Company

Shared Ownership

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on shared ownership of a variable life insurance policy creating mutual access to the policy cash value and the Hartford Life trademarked policy of the same name. The course is scheduled September 20, 1997. *.5 CH*

American Society of CLU & ChFC

1997 President's Council

This course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction designed to provide specific information on how and when to use life insurance to fund a trust, leveraging using universal life, survivorship life, annuities and variable life, and when and how to use life insurance to fund Rabbi and Secular trusts. The course is scheduled October 31, 1997. *4 CH*

Utah Chapter of CLU & ChFC/Taggert Foundation for Insurance Education

1997 Taggert Symposium

This course addresses product knowledge of life and health insurance. The course is 5 hours of concurrent sessions with repeated topics including: selling in advanced markets, insurance gifts, individual and group wrap disability concepts, group health insurance,and group carve out. The course is scheduled September 5, 1997. *5 CH*

IGF Insurance Company

Crop Insurance Update 1998

This course addresses product knowledge of casualty insurance. The course is 7 hours of classroom instruction, including 4½ hours of insurance continuing education designed to provide specific information on Multi peril Crop Insurance, 1998 Crop Revenue Coverage, crop hail coverage, MPCI actuarial rating, income protection coverage, and acreage and production reporting. The course is scheduled September 4, 1997. *4.5 CH*

National Association of Health Underwriters Education Foundation

Long Term Care 1997

This course addresses marketing and product knowledge of health and disability insurance. The course is 25 hours of classroom instruction, including 13 hours of insurance continuing education, designed to provide in-depth information on long term care insurance customer profile, products available, long term care legislative issues, and educating consumers on long term care. The course is scheduled September 25, 1997. *13 CH*

Northstar Insurance Services

Preparing for Retirement and Social Security

This course addresses product knowledge of life insurance and variable annuities. The course is 4 hours of classroom instruction designed to provide general information on retirement income and investing to increase retirement income. The course is scheduled September 25, 1997. *4 CH*

Estate Planning Montana Style

This course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction designed to provide general information on wills and probate, inheritance and estate taxes, non-probate transfers, estate planning, and the planning team, funding vehicles in the plan. The course is scheduled September 25, 1997. *4 CH*

State Farm Insurance

SFSL - Permanent Insurance

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on permanent life, extended term life, whole life and single premium life insurance. No offerings are scheduled pending course approval. *1 CH*

Mid-State School of Insurance

Row, Row, Row Your Boat

This course addresses product knowledge of property and casualty insurance. The course is 3 hours of classroom instruction designed to provide general information on flood insurance, the federal flood insurance program, FEMA underwriting process, waiting periods, perils excluded/included, forms and claims adjustment. The course is scheduled November 5, 1997. *3 CH*

1997 Revision of Montana Insurance Code

This course addresses insurance law. The course is 2 hours of classroom instruction designed to provide specific information on the 1997 legislative changes to Montana insurance statutes. The course is scheduled November 4, 1997. *2 CH*

Principal Mutual - Individual

10997 Brokerage Leadership Conference

This course addresses product knowledge of life insurance. The course is 6½ hours of classroom instruction designed to provide in-depth information on tax law changes for corporate owned life insurance, buy/sell plans, non-qualified executive benefits and split dollar plans. No offerings are scheduled pending course approval. *6.5 CH*

Commonwealth Risk Services, Inc.

Producers' Forum

This course addresses management. The course is 12½ hours of classroom instruction, including 8 hours of insurance continuing education, designed to provide in-depth information on underwriting and risk management, using the alternative market, business risk, and brokering alternative risks. The course is scheduled September 29, 1997. *8 CH*

Gary D. Knopp's Insurance Institute

The following Pictorial course was summarized for and reviewed by the Advisory Council at the meeting of March 13, 1997.

Senior Needs Planning *10 CH*

General American Life Insurance Company

Top Gun '97

This course addresses product knowledge of life insurance. The course is 8 hours of classroom instruction designed to provide specific information on non-qualified plans, deferred compensation plans, charitable planning and trusts and advising clients regarding life insurance. The course is scheduled October 16, 1997. *8 CH*

Erickson-Larsen, Inc.

Agent's Guide to Garage - Dealer and Non-Dealer

This course addresses product knowledge of property and casualty insurance. The course is 3 hours of classroom instruction designed to provide general information on garage policies, exposures, underwriting garage risk, types of garage business, coverages non-dealer and dealer policy differences. The course is scheduled September 9, 1997. *3 CH*

North Central Crop Insurance

1997 MPCI Fall Training

This course addresses product knowledge of casualty insurance. The course is 6½ hours of classroom instruction, including 4½ hours of insurance continuing education designed to provide specific information on Multi peril Crop Insurance, 1998 Crop Revenue Coverage, crop hail coverage, MPCI actuarial rating, income protection coverage, and acreage and production reporting. The course is scheduled August 19, 1997. *4.5 CH*

National Structured Settlements Trade Association

The following course is the National Structured Settlements Trade Association certification program.

NSSTA Professional Certification Program *17 CH*

Pictorial

Montana Sales Compliance Guide

This course addresses ethics. The course is 5½ hours of self-study correspondence designed to provide specific information on state insurance laws and regulations, ethical practices in the insurance industry and ethical conduct in the insurance and securities fields. This is an on-going offering. *5.5 CH*

Western Reserve Life Assurance of Ohio

Variable Universal Life Training Class

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on life insurance and variable universal life insurance, permanent life insurance, endowment contracts, the mechanics of variable universal life and illustrations. The course is scheduled September 2, 1997. *3 CH*

M Financial Group

1997 M Financial Fall Marketing Meeting

This course addresses product knowledge of marketing and management. The course is 6½ hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide in-depth information on executive benefits, wealth transfer,professional liability, variable insurance compliance and estate planning. The course is scheduled October 9, 1997.

5 CH

Primevest Financial Services, Inc.

The following Pictorial course renewals were summarized for and reviewed by the Advisory Council at the meeting of June 11, 1996.

Introduction to Life Insurance *9 CH*
Estate Planning Concepts *12 CH*

Mid-State School of Insurance

Passing the Whole Dollar Through

This course addresses ethics, management and product knowledge of life insurance. The course is 6 hours of classroom instruction designed to provide general information on health insurance portability, estate p[lining, insurance ethics, life insurance trusts and charitable remainder trusts. No offerings are scheduled pending course approval. *6 CH*

Mr. Smith Goes to Washington

This course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction designed to provide general information on health insurance portability, major medical policies, HMO coverage, COBRA and long term care. No offerings are scheduled pending course approval. *3 CH*

Farm Bureau Life Education Services

Mastering Multiline School

This course addresses product knowledge of life and health insurance. The course is 36 hours of classroom instruction, including 15 hours of insurance continuing education, designed to provide general information on life insurance principles, variable life and annuities, mutual funds and sales. The course is scheduled September 15, 1997. *15 CH*

Advanced Education Services, Inc.

Business Insurance Needs

This course addresses product knowledge of life and health insurance. The course is 9 hours of classroom instruction, including 6 hours of insurance continuing education, designed to provide general information on business insurance, disability and key employee plans, insurance-based solutions and Montana insurance laws. The course sis scheduled October 15, 1997. *6 CH*

Assurex International

1997 PAR (Professional Agencies Reinsurance) Quality Management Seminar

This course addresses product knowledge of liability insurance. The course is 4 hours of classroom instruction designed to provide specific information on errors and omissions loss experience, exposure analysis, a claims perspective, and risk reduction. The course is scheduled September 15, 1997. *4 CH*

CNA - North American Crop Underwriters

1997 MPCI Fall Update

This course addresses product knowledge of casualty insurance. The course is 6 hours of classroom instruction, including 4½ hours of insurance continuing education designed to provide specific information on Multi peril Crop Insurance, 1998 Crop Revenue Coverage, crop hail coverage, MPCI actuarial rating, income protection coverage, and acreage and production reporting. The course is scheduled August 26, 1997. *4.5 CH*

Tanner and Associates

1997 Montana Insurance Law Update

This course addresses insurance statutes. The course is 1½ hours of classroom instruction designed to provide specific information on 1997 legislative changes to Montana insurance law. The course is scheduled October 1, 1997. *1.5 CH*

Credit Insurance Law Review and Ethical Marketing Practices

This course addresses product knowledge of credit life and credit disability insurance. The course is 5 hours of classroom instruction designed to provide general information on credit life and disability insurance statutes, changes to these statutes during the 1997 Legislature and ethical marketing practices. The course is scheduled October 1, 1997. *5 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL
AGENDA
July 24, 1997
Sam Mitchell Building-Room 270
Telephone Conference

Call to order	3:30
Presentation of AICPCU/IIA completion certificate materials	3:35
Presentation of course renewals and summaries	3:40
Public Comment	3:50
Discussion of AICPCU/IIA completion certificate materials	4:00
Discussion of course renewals and summaries	4:10
Council direction to staff	4:20
Administrative Details	4:30

Next Meetings

August 21, 1997 - 3:30, Advisory Council Meeting, Telephone Conference, or

August 21, 1997 - 10:00, Advisory Council Meeting, Kalispell area, location to be determined

October 9, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn 4:30

July 17, 1997

Insurance Continuing Education Advisory Council

Conference Call Minutes

July 24,1997

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30pm

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett, Recording Secretary
Karen Beddow, Licensing

A list of others present is attached as Exhibit 1.

Discussion of Presentation of AICPCU/IIA completion certificate materials

The fees and course numbers were discussed. It was agreed that the current procedures will stay the same. Discussion materials are attached as Exhibit 2.

Presentation of Course Renewals and Summaries

It was noted that the credit hour assignment for a course listed on the June 24, 1997 course summaries was incorrect. Correction was made. Everyone received all the information regarding the course renewals, and discussion began. Copies attached as exhibit 3, exhibit 4 and exhibit 5.

Public Comment

none

Discussion of Course Renewals Summaries

Bolt moved to accept course review summaries as presented and recommended course approval to the commissioner. McDade seconded the motion; motion carried unanimously

Council Direction to Staff

There was an inquiry about the budget, Nelson said we don't have the final information yet as fiscal year end has not been completed yet. Expect it to be done by end of July.

Administrative Details

Arnold is still working toward a Kalispell meeting. August 21 was a possible date. Bolt said he would not be able to attend that day. Other days will be considered. Leenknecht is going to Kalispell and will check into places to stay. Future meeting dates: August 21 (may change), October 9.

ADJOURNMENT

Leenknecht moved to adjourn meeting, Bolt seconded motion, motion carried.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1995. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

General American American Life Insurance Company

Estate Planning Principals/Meeting Client Needs	*15 CH*

Time Insurance/Fortis Sales

Split Dollar Life Insurance 0394	*1 CH*
Variable Universal Life 0295	*.5 CH*
Reverse Split Dollar 0394	*1 CH*
Prepaid Legal 0495	*.5 CH*
Pension Maximization 0694	*1 CH*
Deferred Compensation 0694	*1 CH*
Long Term Care 1094	*2 CH*
Introduction to Small Group PT0195	*.5 CH*
Introduction to Individual Medical PT0195	*.5 CH*
Interest Sensitive Adjustable Whole Life 0494	*.5 CH*
Insurance Ethics	*1 CH*
Executive Bonus 0394	*1 CH*

Insurance Business Consultants, Inc.

Exposures from Insureds' Use of Non-employees	*4 CH*

Nationwide Life Insurance Company

Introduction to 403(b) Plans	*2 CH*
Introduction to 401(k) Plans	*2 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Rural Community Insurance Agency

1998 Fall MPCI Update Meeting

This course addresses product knowledge of property and casualty insurance. The course is 7 hours of classroom instruction, including 4½ hours of insurance continuing education, designed to provide specific information on multi-peril crop insurance, exclusions, federal program changes, loss reporting, RCIS computer-based quote programs, conservation reserve coverage and claims. The course is scheduled September 9, 1997. *4.5 CH*

Mid-State School of Insurance

The following Pictorial course was approved April 20, 1996 for credit in Montana.

Montana 1995 Legislative Changes *1 CH*

SAFECO Life Insurance Co.

Retirement Planning Utilizing Split Dollar Life Insurance Plans

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on split dollar plans, equity and reverse split dollar and unpaid premium accounts. No offerings are scheduled pending course approval. *2 CH*

National Business Institute

Real Estate Title Law: Problems and Solutions

This course addresses product knowledge of title insurance. The course is 6 hours of classroom instruction designed to provide general information on owner's and lender's policies, closing, abstracts and title insurance commitments, title problems, and access and road issues. The course is scheduled September 24, 1997. *6 CH*

National Association of Surety Bond Producers

Legal Issues Facing the Surety Industry in the 1990s

This course addresses product knowledge of property and casualty insurance. The course is 2 hours of classroom instruction designed to provide general information on contractual liability, contract review, ambiguous and one-sided terms, design/build contracts, indemnity agreements, surety law developments and environmental construction issues. The course is scheduled August 14, 1997. *2 CH*

Ethical Issues in the Surety Industry

This course addresses ethics. The course is 2 hours of classroom instruction designed to provide specific information on unethical behavior, industry image, ethical standards, NASBP code of professional standards, CPCU standards, definitions of ethics, and dilemmas. The course is scheduled August 15, 1997. *2 CH*

American Society of CLU & ChFC

The following video teleconference is part of the American Society's CLU and ChFC certification programs.

How to Plan a Business Owner's Estate *3 CH*

Producers Financial Group

1997 PFG University

This course addresses product knowledge of life insurance and annuities. The course is 16 hours of classroom instruction, including 10 hours of insurance continuing education, designed to provide specific information on the variable marketplace, estate planning, personal financial planning, audit proofing records, estate preservation and term versus whole life. The course was held July 21, 1997. *10 CH*

EXAMCO

Retirement Plans - CBT

This course addresses product knowledge of life insurance. The course is 2 hours of computer-based training, including ½ hour of insurance continuing education, designed to provide general information on qualified and non-qualified retirement plans, limits, eligibility, deductibility advantages and disadvantages of each plan and life insurance inside a qualified plan. This is an on-going offering. *.5 CH*

Variable Life Insurance - CBT

This course addresses product knowledge of life insurance. The course is 3 hours of computer-based training designed to provide general information on features, risk, suitability, regulatory requirements, types of funds and fund characteristics, tax considerations and policy analysis. This is an on-going offering. *3 CH*

Variable Annuities - CBT

This course addresses product knowledge of variable annuities. The course is 2 hours of computer-based training designed to provide general information on the annuity marketplace, variable annuity features, professional management, parties to a contract, funds, purchase options, exchange privileges, terminations and suitability. This is an on-going offering.

2 CH

Wincorp

E & O Loss Prevention: Premium Finance

This course addresses product knowledge of liability insurance. The course is 1 hour of classroom instruction designed to provide basic information on premium finance, finance basics, contract responsibilities, agency exposures, management issues and safeguards. No offerings are scheduled pending course approval. *1 CH*

Chicago Title Insurance Company

Underwriting Training

This course addresses product knowledge of title insurance. The course is 6 hours od classroom instruction designed to provide specific information on easements, claims, water issues, court actions and underwriting endorsements. The course is scheduled October 4, 1997. *6 CH*

Transamerica Occidental Life Insurance Company

Long Term Care (revised)

This course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction designed to provide specific information on long term care coverage, benefits, exclusions, limitations, Medicare, Medicaid, policy provisions and benefit days. No offerings are scheduled pending course approval. *2 CH*

Principal Mutual - Individual

1997 Brokerage Sales Forum

This course addresses product knowledge of life insurance. The course is 12 hours of classroom instruction, including 3 hours of insurance continuing education, designed to provide general information on estate planning, executive retirement planning and funding, and business succession plans. The course is scheduled September 15, 1997. *3 CH*

SunAmerica Life Insurance Co.

The Annuity Handbook

This course addresses product knowledge of annuities. The course is 147 pages of self-study text designed to provide specific information on annuity basics, tax regulations, annuity uses, and contracts with annuity provisions. This is an on-going offering. *8 CH*

American Society of CLU & ChFC

1997 Keeping Current Clinic

This course addresses product knowledge of life insurance and annuities. The course is 9 hours of classroom instruction designed to provide in-depth information on tax deferral, plan design, social security tax considerations, life insurance in deferred compensation, non-qualified plan ownership, ethics, and non-profit organizations. The course is scheduled October 4, 1997. *9 CH*

NFC Consulting

Single Premium Variable Universal Life

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on single premium variable universal life, and comparisons with variable and fixed annuities, certificates of deposit and stocks. No offerings are scheduled pending course approval. *1 CH*

Ray Conger

Contractors-What do they need?

The course was presented by the Professional Training Institute. This course addressed product knowledge of property and casualty insurance. The course was 4 hours of classroom instruction designed to provide general information on contractor coverage, coverage of property, business income, crime, inland marine, liability, workers' compensation, builders risk and bonds. The course was completed June 16, 1997. *4 CH*

Personal Lines-The Right Policy, Professional Training Institute

The course was presented by the Professional Training Institute. This course addresses property and casualty insurance. The course is 3½ hours of classroom instruction designed to provide general information on personal risk management, loss exposures, insurance principals, homeowners insurance, floaters, personal auto, and umbrella policies. The course was completed June 16, 1997. *3.5 CH*

Connole-Morton Schools

Insuring the home-based business

This course addresses product knowledge and management of property and casualty insurance. The course is 2 hours of classroom instruction designed to provide specific information on insuring home-based businesses, property and liability exposures, common business endorsements, and auto exposures. The course is scheduled October 27, 1997. *2 CH*

Personal Legal Liability

This course addresses product knowledge of property and casualty insurance. The course is 3 hours of classroom instruction designed to provide general information on personal legal exposures, vehicle rental, uncovered auto liability and third party liability. The course is scheduled October 27, 1997. *3 CH*

Jumbo Judgements (The Legal basis for Personal Liability Policies)

This course addresses product knowledge of casualty insurance. The course is 1 hour of classroom instruction designed to provide general information on elements of legal liability , hold harmless agreements, excess liability insurance and umbrella policies. The course is scheduled October 27, 1997. *1 CH*

Life Insurance Applications for the Personal Client

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on term, whole, universal and variable life insurance policies, second-to-die policies, juvenile insurance, multiple life and policy uses. The course is scheduled October 27, 1997. *3 CH*

Life Insurance for Business Needs

This course addresses product knowledge of life insurance. The course is 5 hours of classroom instruction designed to provide specific information on business continuation plans, key employee insurance, split dollar plans, non-qualified deferred compensation, death benefit only plans and welfare benefit trusts. The course is scheduled October 27, 1997. *5 CH*

Planco

Variable Annuity

This course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide general information on variable annuity sales, defining variable annuities, funds used in variable annuities, fund managers, and repositioning assets. No offerings are scheduled pending course approval. *1 CH*

Advanced Uses of Annuities Seminar

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide specific information on variable annuity sales, minimum distributions, credit shelter trusts, charitable remainder trusts, charitable remainder trusts versus sale of asset and investment of remainder after taxes. No offerings are scheduled pending course approval. *1 CH*

Single Premium Variable Life

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on the single premium variable life market, definition, characteristics and tax advantages of single premium variable life insurance, and policy safety. No offerings are scheduled pending course approval. *2 CH*

National Association of Insurance Women - National

Commercial Property: Excluding the Exclusions

This course addresses product knowledge of property insurance. The course is 3 hours of classroom instruction designed to provide in-depth information on exclusions, exposures, endorsements which are part of or added to standard, commercial building and personal property form coverages. The course was held June 25, 1997. *3 CH*

Independent Insurance Agents of America

Commercial Surety

This course addresses product knowledge of surety bonds. The course is 3 hours of classroom instruction designed to provide specific information on issues commonly encountered in surety bond claims and recovering bond losses. The course is scheduled September 13, 1997. *3 CH*

Life/Health Essentials

This course addresses product knowledge of life and disability insurance. The course is 3 hours of classroom instruction designed to provide general information on Medicare, estate plan funding vehicles, variable annuities and life insurance, qualified retirement plans, and buy-sell agreements. The course is scheduled September 14, 1997. *3 CH*

Insuring Lease Exposures

This course addresses product knowledge of property insurance. The course is 3 hours of classroom instruction designed to provide general information on lease provisions, insurance coverage for leasers, property, business income, leasehold, general liability and workers' compensation policies. The course is scheduled September 14, 1997. *3 CH*

Flood Insurance

This course addresses product knowledge of property insurance. The course is 3 hours of classroom instruction designed to provide general information on the federal flood insurance program, coverage, policy effective dates, property limitations, exclusions, homeowners policies and loss settlement provisions. The course is scheduled September 16, 1997. *3 CH*

Insuring Non-profits

This course addresses marketing. The course is 3 hours of classroom instruction designed to provide specific information on non-profit organizations, risks, exposures and coverages. The course is scheduled September 19, 1997. *3 CH*

Overlooked Coverages

This course addresses product knowledge of property and casualty insurance. the course is 3 hours of classroom instruction designed to provide specific information on the declarations, definitions, insuring agreements, conditions, exclusions and endorsements in auto, homeowners, general liability, business auto, and commercial property policies. The course is scheduled September 17, 1997. *3 CH*

Construction Litigation

This course addresses management. The course is 3 hours of classroom instruction designed to provide general information on insurance and bonding requirements in standard construction contracts. The course is scheduled September 17, 1997. *3 CH*

United Insurance Educators

Seeking Security

This course addresses marketing. The course is 371 pages of self-study text designed to provide general information on risk analysis and types, investor comfort, insurance coverage benefits, life and disability insurance, retirement benefits and ethics. This is an on-going offering. *15 CH*

American Society of CLU & ChFC

The following course is part of the American Society's CLU and ChFC certification programs.

Philanthropy and Estate Planning *2 CH*

Mountain West Farm Bureau Mutual Insurance Co.

PC Workshop

This course addresses product knowledge of property and casualty insurance. The course is 12 hours of classroom instruction, including 8 hours of insurance continuing education, designed to provide basic information on Mountain West Farm Bureau, personal lines underwriting and personal lines policies. The course is scheduled July 24, 1997. *8 CH*

The National Alliance for Insurance Education & Research (formerly the Societies for CIC and CISR)

The following courses are part of the National Alliance certified insurance service representative and certified insurance counselor certification programs.

Large Commercial - Ruble Seminar *18 CH*
Multiple Topic-1997 - Ruble Seminar *18 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All American Life Insurance Company

Underwriting Mysteries Revealed

This course addresses management. The course is 2 hours of classroom instruction designed to provide specific information on underwriting information, providing useful answers to life underwriters, medical test uses and reinsurance. The course was held May 19, 1997. *2 CH*

Safeco Insurance Company

Advanced Agency Seminar

This course addresses marketing. The course is 6 hours of classroom instruction, including 3½ hours of insurance continuing education, designed to provide basic information on client retention, risk assessment, umbrella coverage, Safeco Quality Crest policies, and personal lines insurance. The course is scheduled September 16, 1997. *3.5 CH*

State Farm Insurance

H497 - LTC Policy

This course addresses product knowledge of disability insurance. The course is 3 hours of classroom instruction, including 1½ hours on insurance continuing education, designed to provide general information on long term care coverage, terms and definitions, State Farm policy and available riders, types of care, exclusions and limitations. No offerings are scheduled pending course approval. 1.5 *CH*

Principal Mutual - Individual

Field Underwriting

This course addresses product knowledge of life and disability insurance. The course is 128 pages of self-study text designed to provide specific information on underwriting life and disability insurance, completion of forms, the application process, legal issues and replacement, and policy issue. This is an on-going offering. *3.5 CH*

Montana Insurance Education Foundation

The following course was previously approved in a 5 hour format. The sponsoring organization will use the same course materials, but has eliminate 2 course sections to reduce the classroom time.

Employment Practices Liability *3 CH*

CPCU Society, Montana Chapter

Wildfire Prevention for Insurance Professionals

This course addresses product knowledge of property insurance. The course is 2 hours of classroom instruction designed to identify fire risk and mitigation techniques for urban-interface homes and homeowners. The course was held July 10, 1997. *2 CH*

Life Instructors, Inc.

The following course is a computer-based version of the Life Underwriters Training Council course, Piecing Together the Ethical Puzzle.

Charting an Ethical Course *6 CH*

AON Risk Services Companies, Inc.

Financial Analysis for the '90s

This course addresses management. The course is 13 hours of classroom instruction designed to provide in-depth information on financial risk to insurance companies, assessing corporate risk, identifying good corporate risks and reducing financial risk in current corporate clients. The course was held May 12, 1997. *13 CH*

Kettley Publishing Company

Concepts for Professionals

This course addresses product knowledge of life insurance and variable annuities. The course is 460 pages of self-study text designed to provide in-depth information on business continuation plans, executive compensation, employee benefits, qualified and non-qualified plans, and life insurance product investment. This is an on-going offering. *16 CH*

Northwestern Mutual Life Insurance Company

1997 ACT Seminar

This course addresses product knowledge of life and disability insurance. The course is 3 hours of classroom instruction designed to provide specific information on split dollar plans and disability income policies, benefit amounts, benefit periods, and contract provisions. The course is scheduled September 4, 1997. *3 CH*

American Society of CLU & ChFC

The following course is part of the American Society CLU and ChFC certification programs.

1997 National Conference *8 CH*

Montana Land Title Association

Helpful Hints on Escrow Procedures/Do you know how to prevent forgery & fraud?

This course addresses product knowledge of title insurance. The course is 2½ hours of classroom instruction designed to provide general information on escrow procedures, contracts, earnest money, title companies and third parties and fiduciaries, escrows at closing, acceptance of releases and lien payoffs. The course is scheduled August 7, 1997. *2.5 CH*

Railroad Property Management Issues

This course addresses product knowledge of title insurance. the course is 2 hours of classroom instruction designed to provide general information on Montana rail carriers, rail land leases, transfer of leases and permits, public versus private crossing, and other property rights issues from the rail carrier perspective. The course is scheduled August 7, 1997. *2 CH*

General American Life Insurance Company

Business Planning School, Client Needs Analysis/Asset Allocation

This course addresses product knowledge of life insurance and variable annuities. The course is 16 hours of classroom instruction, including 12 hours of insurance continuing education, designed to provide specific information on business planning, business valuation, buy-sell agreements, split dollar plans, non-qualified deferred compensation, salary continuation and defined benefits. The course is scheduled August 4, 1997. *12 CH*

Regional Services Company

General Applications - Health & Life Insurance

This course addresses product knowledge of life and disability insurance. The course is 68 pages of self-study correspondence designed to provide general information on premium deductibility, policy ownership, cash value, death benefits, cash surrender, viatical settlements, divorce and court settlement impact. This is an on-going offering. *3.5 CH*

Annuities & their use in the Insurance Industry

This course addresses product knowledge of annuities. The course is 90 pages of self-study correspondence designed to provide general information on qualified and non-qualified plans, purchase accrual, surrender, payouts, gifting and premature distribution. This is an on-going offering. *4 CH*

Insurance Business Consultants, Inc.

Current Status and Future of Reinsurance

This course addresses management. The course is 3½ hours of classroom instruction designed to provide specific information on reinsurance as part of the wholesale insurance industry, terms and practices, and reinsurance placement. The course is scheduled October 4, 1997. *3.5 CH*

Advanced Truckers 1997

This course addresses management. The course is 10½ hours of classroom instruction designed to provide general information on regulatory changes involving trucking and insurance coverage changes needed to address the regulations. The course is scheduled October 4, 1997. *10.5 CH*

CPCU (Chartered Property Casualty Underwriters) Society

The following course is part of the CPCU Society chartered property casualty underwriter certification program.

Professional Liability IV *4 CH*

The Council of Insurance Agents & Brokers

Contractual Risk Management

This course addresses management. The course is 2 hours of classroom instruction designed to provide general information on indemnification, hold-harmless language, insurance requirements in contracts, and wrap-up insurance programs. The course is scheduled October 3, 1997. *2 CH*

Alternative Risk Financing Programs

This course addresses marketing and management. The course is 2½ hours of classroom instruction designed to provide specific information on risk financing alternatives, alternatives available, large deductible insurance programs, and regulatory issues. The course is scheduled October 3, 1997. *2.5 CH*

Reliastar Life

Foundations for the Future

This course addresses product knowledge of life insurance. The course is 14 hours of classroom instruction, including 10 hours of insurance continuing education, designed to provide general information on designing illustrations, using the Reliastar computer system, asset allocation, term life insurance, policy management and Reliastar products. The course is scheduled August 13, 1997. *10 CH*

Insco/Dico Group

Back to Basics

This course addresses product knowledge of surety bonds. The course is 7 hours of classroom instruction designed to provide specific information on surety bonds, subdivision bonds, licenses and permit bonds, contract underwriting, financial analysis and company bonding. No offerings are scheduled pending course approval. *7 CH*

Insurance Continuing Education Advisory Council

Conference Call Minutes

June 26,1997

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 p.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett, Recording Secretary

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

Arnold went over the courses for renewal and course summariescopies attached as Exhibit 2, Exhibit 3 and Exhibit 4, that were sent to members

Public Comment

none

Discussion of Course Renewals Summaries

Boon moved to accept course review summaries as presented and recommended course approval to the commissioner. Bebee seconded motion, motion carried unanimously.

Courses will be sent to the Commissioner. Nelson shared with the group that Arnold said currently there are 2,542 courses approved for continuing education credit. Arnold said there are a large number of courses on some topics like variable annuity courses. It leads her to believe two things, 1) people are earning a lot more money on that end of the insurance business, and are willing to take more courses 2) they're coming up with a lot more variations on the applicability of the policies. Nelson said there are very few tax law changes that affect a homeowners policy.

Council Direction to Staff

Dates for future phone conference were discussed, Bebee won't be available for July 24, 1997 meeting and Bolt won't be available for the August 21, 1997 meeting. Meetings will be held as scheduled.

Administrative Details

A face-to-face meeting was discussed, some ideas were thrown around.

Question was asked how we are doing financially, and in staffing: Nelson answered we are broke, especially staffing. Arnold said since the 30th is the end of the fiscal year, she will be able to tell us at the next meeting where we stand for the year. None of the reports have been finalized as of yet. No one has warned that any money has to be given back. Nothing like that was done in the legislative session. Any extra money is being used to help pay for the computer system upgrade that we need. It was the addition of an insurance continuing education requirement that crashed our existing computer system ahead of schedule. The licensing portion of the new system is scheduled to be on line by the end of 1997 or the first of 1998. The complaints on

assigning hours and approving courses have not gone away, but have become fewer. A question was asked regarding course audits; at the present we are auditing three correspondence courses. A written evaluation will be attached to the course materials. The data base clean-up for the 1994 compliance year is scheduled for July. Once the new computer system is set up we will be on a year to year basis with these. No administrative actions have been taken on continuing education compliance at this time.

Leenknecht moved to adjourn, Boon seconded the motion. Motion carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1995. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

ClienTell

Basics of Variable Life Insurance	*3 CH*

Health Insurance Association of America

Group Life and Health Insurance, Part B	*15 CH*
Group Life and Health Insurance, Part C	*15 CH*
Individual Health Insurance, Part B	*15 CH*

Fidelity Investments Institutional Services, Co. Inc.

Understanding Annuities	*10.5 CH*
Key-Executive Incentive Plans	*10.5 CH*
Variable Annuities	*10.5 CH*

Farm Bureau Life Education Services

Advanced Marketing Seminar	*8 CH*
Life School II	*10 CH*

Mountain West Farm Bureau

Property Casualty School II	*7.5 CH*

The Life Underwriter Training Council

Disability Income	*10 CH*
Multiline Skills	*10 CH*
Fundamentals of Financial Services	*10 CH*
Professional Growth	*10 CH*
Personal Estate & Retirement Planning	*10 CH*
Advanced Business Planning	*10 CH*
Foundations of Estate Planning	*4 CH*
S-Corporations: Operations & Estate Planning Techniques	*5 CH*
Total Insurance Planning	*2 CH*
Permanent Life Insurance versus Other Savings	*1 CH*
Single Parent Planning	*1 CH*
Retirement Planning	*1 CH*
Legislative Bulletin: OBRA '93	*2 CH*
Managing Client Relationships	*2 CH*
Special Family Needs	*4 CH*
Dynamics of Group Insurance	*4 CH*
Advanced Concepts I	*3 CH*
Advanced Concepts II	*4 CH*
Health Care Reform	*2 CH*
Disability Income Seminar	*1 CH*
Estate Planning for the Baby Boomers	*3 CH*
AHIA - Long Term Care Project (self-study)	*6 CH*
Piecing Together the Ethical Puzzle (self-study)	*6 CH*
Revocable Living Trusts	*2 CH*
Reviewing Long Term Care	*3 CH*
Deferred Compensation	*2 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Farmers Insurance Group

Advanced Life Financial Services Program

This course addresses ethics and product knowledge of life insurance and variable annuities. The course is 18 hours of self-study correspondence text, including 9 hours of insurance continuing education, designed to provide specific information on stocks, bonds, securities regulation, mutual funds, variable annuities and life insurance, ethical business practices and business and estate plans. This is an on-going offering. *9 CH*

Franklin Templeton

Another Look at Variable Annuities

This course addresses product knowledge of variable annuities. The course is 1½ hours of classroom instruction designed to provide general information on variable annuities, client education, annuity registration, annuity growth and applications, and 1035 exchanges. No offerings are scheduled pending course approval. *1.5 CH*

Variable Annuitization Income for the Retiree

This course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide basic information on annuities as a retirement funding vehicle, variable annuity concepts, and systematic withdrawal versus variable annuitization. No offerings are scheduled pending course approval. *1 CH*

Variable Annuitization in a Planning Strategy

This course addresses product knowledge of variable annuities. The course is 3 hours of classroom instruction designed to provide general information on market demographics, qualified plan mandatory distribution rules, term definition and Assumed Investment Returns (AIRs). No offerings are scheduled pending course approval. *3 CH*

Pacific Mutual Life Insurance

Estate Planning with CRTs (Charitable Remainder Trusts)

This course addresses product knowledge of variable annuities. The course is 2 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on planned giving, gift annuities, revocable trusts, types of trusts, eligible donors and charities. No offerings are scheduled pending course approval. *1 CH*

United Insurance Educators

Understanding Medigap Policies

This course addresses product knowledge of health insurance. The course is 12 hours of self-study correspondence designed to provide specific information on Medicare benefits, charge limitations, primary and secondary payers, Part A and Part B, Medigap policies, enrollment, excess charges and balance billing and basic benefits. This is an on-going offering. *12 CH*

Family Insurance Needs

This course addresses product knowledge of life health and disability insurance. The course is 15 hours of self-study correspondence text, including 10 hours of insurance continuing education, designed to provide specific information on whole life cash value, policy provisions and riders, retirement planning, wills, probate and living trusts, health coverage for families and pets, retirement benefits and divorce. This is an on-going offering.

10 CH

ClienTell, Inc.

Estate Planning Techniques & Concepts

This course addresses product knowledge of life insurance and annuities. The course is 5 hours of classroom instruction, including 4 hours of insurance continuing education, designed to provide general information on wills, types of trusts, gifting, wealth taxation, qualified plan funding, frozen assets charitable remainder trusts, charitable remainder uni-trusts and charitable remainder annuity trusts. No offerings are scheduled pending course approval.

4 CH

Business Owner Planning Techniques

This course addresses product knowledge of life and health insurance. the course is 6½ hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide general information on business types, business taxation, funding alternatives, life insurance funding, succession planning, overfunded qualified plans, asset titling, leverage gifts, and family limited partnerships.No offerings are scheduled pending course approval.

5 CH

Charitable Giving

This course addresses product knowledge of variable annuities. The course is 2 hours of classroom instruction designed to provide basic information on CRATs, CRUTs, NICRUTs NIMCRUTs, tax implications of charitable giving, beneficiary requirements and case studies. No offerings are scheduled pending course approval. *2 CH*

Dearborn Financial Publishing

FICF (The Fraternal Training Program) Graduate I, 5th ed.

This course addresses product knowledge of life insurance and annuities. The course is 318 pages of self study text designed to provide general information on wills, intestacy, estate administration, federal and state death taxes, trusts, property transfers, transfers of business ownership, living gifts, estate liquidity, and charitable contributions. This is an on-going offering. *10 CH*

Human Technology Partnership, Inc.

The following Aid Association for Lutherans courses were renewed for approval at the Advisory Council meeting of August 22, 1996.

Issues in Life Insurance *.5 CH*
Estate Protection I *6 CH*

J & H University

Employee Benefits School

This course addresses product knowledge of life and health insurance. The course is 22 hours of classroom instruction, including 14 hours of insurance continuing education designed to provide general information on employee benefits, health, benefits, ERISA, employee benefit underwriting, HMOs, managed care pricing, plan descriptions, Internal Revenue codes, ,medical certification, COBRA, Workers' Compensation and professional liability insurance. The course is scheduled July 7, 1997. *14 CH*

ReliaStar Life - Montana Region (formerly Northwestern National Life)

Understanding Personal Investment, & Estate Planning & Individual Retirement Arrangements

This course addresses product knowledge of life insurance and annuities. The course is 6½ hours of classroom instruction, including 3½ hours of insurance continuing education, designed to provide general information on personal risks, portfolio creation and balancing, changing strategies, IRAs, contributions, rollovers, distributions, and estate planning, charitable remainder annuity trusts, valuation and taxation, and excess accumulation. The course was held June 9, 1997. *3.5 CH*

Mid-State School of Insurance

The following Pictorial self-study correspondence courses have been summarized, reviewed and approved at previous Advisory Council meetings.

Annuity Concepts	*5 CH*
Business Continuation Training Course	*15 CH*
Business Insurance Concepts	*15 CH*
Estate Planning Concepts	*12 CH*
Estate Planning Training Course	*15 CH*
Financial Planning Process Course	*15 CH*
Pension Planning Training Course	*15 CH*
Commercial Auto Rating	*10 CH*
Commercial Crime Coverage	*10 CH*
Commercial Crime Rating	*10 CH*
Commercial General Liability Rating	*10 CH*
Commercial Inland Marine Coverage	*9 CH*
Commercial Property Coverage	*10 CH*
Commercial Property Rating	*5 CH*
Business Insurance Basics	*7 CH*
Individual Retirement Accounts	*4 CH*
Interest-Sensitive Whole Life Basics	*5 CH*
Introduction to Life Insurance	*9 CH*
Needs Analysis	*13 CH*
Retirement Planning	*4 CH*

Universal Life Basics	*3 CH*
Variable Contracts	*5 CH*
Variable Universal Life Basics	*5 CH*
1984 Homeowners Coverage	*12 CH*
Dwelling and Homeowners Rating	*8 CH*
Dwelling Coverage	*12 CH*
Personal Auto Rating	*9 CH*
Personal Inland Marine & Watercraft	*10 CH*
Reinsurance Basics	*8 CH*
Umbrella Liability Coverage	*7 CH*
Underwriting Basics	*10 CH*
Workers' Compensation Rating	*9 CH*
Key Employee	*6 CH*
Medical Tests and Signs	*10 CH*
Interpreting Medical Reports	*15 CH*
Introduction to Advanced Markets	*15 CH*
Medicare and Medigap Insurance	*8 CH*
Workers' Compensation Coverage	*12 CH*
Disability Income Concepts	*5 CH*
Legal Review of Product Liability	*8 CH*
Residential Construction Basics	*15 CH*
Retrospective Rating	*10 CH*
Time Element Coverage	*8 CH*
Commercial Auto Coverage	*8 CH*
Personal Auto Coverage	*7.5 CH*
Delivering Quality Service	*5 CH*
Group Insurance	*6 CH*
Insurance Fraud Awareness	*6 CH*
Managed Care Strategies	*7 CH*
Negotiation Skills	*4 CH*
Pension Planning Concepts	*14 CH*
Long-Term Care	*5 CH*
1991 Homeowners Coverage	*15 CH*
Legal Concepts and Doctrines	*6 CH*
Financial Products Training Course	*13 CH*
Montana 1995 Legislative Changes	*1 CH*
We're All Accountable	*10 CH*

Insurance Packages for Small Business	*10 CH*
Commercial General Liability Coverage	*10 CH*
Ethical Practices	*10 CH*
Insurance Ethics and Consumer Protection	*2 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

The Guardian Life Insurance Company - New York

Estate and Business Insurance Marketing Conference

This course addresses product knowledge of life insurance and annuities. The course is 25 hours of classroom instruction, including 12 hours of insurance continuing education, designed to provide general information on estate and buy/sell planning, split dollar plans and executive benefits. The course was held March 15, 1997. *12 CH*

Advance Estate Analysis

This course addresses product knowledge of life insurance and variable annuities. The course is 22½ hours of classroom instruction, including 10 hours of insurance continuing education, designed to provide specific information on generation skipping transfer taxes, dynasty trusts, charitable giving, ESOPs, buy/sell, family partnerships, GRITs, GRATs, GRUTs, working with trust officers and networking. The course is scheduled September 13, 1997. *10 CH*

Prudential Insurance - New Jersey

Qualified Pensions/401(k) Training Seminar

This course addresses product knowledge of life insurance and annuities. The course is 16 hours of classroom instruction, including 4 hours of insurance continuing education, designed

to provide general information on qualified pensions, 401(k) plans, taxation, distribution and funding of 401(k) plans and SIMPLE IRAs. This course was held April 24, 1997. *4 CH*

International Foundation of Employee Benefit Plans

The following course is part of the International Foundation certified employee benefit specialist program.

CEBS Course 10 - Contemporary Benefit Issues and Practices *13 CH*

American Skandia

The following course was previously renewed at the Advisory Council meeting of 1/23/97 as a ClienTell offering titled, Skandia Annuity Continuing Education Course.

Annuity 101 - self study *2 CH*

The following course was previously approved 5/5/95, as a ClienTell offering titled, Skandia Annuity Continuing Education Course-classroom.

Annuity 101 - classroom *2 CH*

American Society of CLU & ChFC

1997 New York Life Chairman's Council

This course addresses product knowledge of life insurance and annuities. The course is 4 hours of classroom instruction designed to provide in-depth information on trusts and life insurance, uses of trusts in estate planning, and uses of trusts in business planning. The course is scheduled August 26, 1997. *4 CH*

Colonial Life & Accident

Market Conduct Class

This course addresses management and ethics. The course is 3 hours of classroom instruction designed to provide specific information on market conduct, liability issues related to unethical marketing practices, need for extreme accuracy in verbal presentations, complaint themes and agent participation, ethical behavior, process for resolving complaints, and interaction with insurance departments. No offerings are scheduled pending course approval. *3 CH*

General American Life Insurance Company

Advance Underwriting Business Planning School

This course addresses product knowledge of life insurance and management. The course is 8 hours of classroom instruction, including 7 hours of insurance continuing education, designed to provide specific information on non-qualified deferred compensation, deferred compensation plans, business continuation planning, deferred bonus split-dollar plans, plan administration and qualified/non-qualified plan combinations. The course is Scheduled July 7, 1997. *7 CH*

Health Insurance Association of America

The following self-study courses are part of the HIAA Health Insurance Associate and Managed Healthcare Professional certification programs.

Fraud: The Hidden Cost of Health Care	*15 CH*
Fundamentals of Health Care, Part B	*15 CH*
Fundamentals of Health Care, Part A	*15 CH*

Principal Mutual - Individual

The following Pictorial correspondence course was previously approved and renewed by the Advisory Council.

Ethical Practices	*10 CH*

The National Alliance for Insurance Education and Research

The following courses are part of the National Alliance CISR, CIC and Certified Risk Manager certification programs.

Risk Administration	*18 CH*
MEGA-97 - Ruble Seminar	*19 CH*
Dynamics of Service	*5 CH*

ClienTell, Inc.

The Next Generation

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide basic information on retirement planning for Baby Boomers, insurance funding of retirement plans and using insurance versus other products. No offerings are scheduled pending course approval. *1 CH*

American Express Financial Advisors

Risk Management: Advanced Split Dollar

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide specific information on split-dollar plans, rollout, Section 83 (IRC) rollout, crawl-out, termination and continuous split-dollar plans benefits, features and uses. No offerings are scheduled pending course approval. *2 CH*

Risk Management: Charitable Remainder Trust

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on national debt and federal spending, traditional estate plans, CRITs, CRATs and CRUTs. No offerings are scheduled pending course approval. *1 CH*

Sun Life of Canada

NAIC Model Illustration Regulation - Its scope and purpose

This course addresses management. The course is 1 hour of classroom instruction designed to provide basic information on the content of the NAIC illustration regulation and illustration requirements. The course was held June 21, 1997. *1 CH*

Pacific Mutual Annuities Division

Principles of Variable Annuity Portfolio Optimization

This course addresses product knowledge of variable annuities. The course is 2 hours of classroom instruction designed to provide general information on tying a risk level to a customized portfolio within a variable annuity. No offerings are scheduled pending course approval. *2 CH*

CIGNA/Continental General Life Insurance Company

Prosperity Planning

This course addresses product knowledge of variable annuities. The course is 2½ hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide general information on wealth planning, systematic investing, annuitization, pre-nuptial annuity and CIGNA plan options. No offerings are scheduled pending course approval. *1.5 CH*

Charitable Remainder Trust Opportunity

This course addresses product knowledge of variable annuities. The course is 2½ hours of classroom instruction designed to provide general information on CRATs, CRUTs, NICRUTs, NIMCRUTs and the role of variable annuities in a NIMCRUT. No offerings are scheduled pending course approval. *2.5 CH*

How to Secure the Next Generation

This course addresses product knowledge of life insurance and variable annuities. The course is 2½ hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on upgrading existing annuity and life insurance policies, estate plan review, life insurance and annuity potential and the cost of not planning for the future. No offerings are scheduled pending course approval. *1 CH*

Mountain West Farm Bureau Mutual Insurance Co.

1997 Underwriting Review

This course addresses product knowledge of property and casualty insurance. The course is 8 hours of classroom instruction, including 4 hours of insurance continuing education, designed to provide general information on mobile home coverage, umbrella liability policies, commercial optional coverages, contractor's coverage and the Mountain West packages for each. The course was held February 13, 1997. *4 CH*

Insurance Business Consultants

Additional Insureds and Contractual Considerations

This course addresses product knowledge of casualty insurance. The course is 4 hours of classroom instruction designed to provide specific information on commercial general liability, endorsements, adding additional insureds, business auto coverage, and proof of coverage. The course is scheduled August 16, 1997. *4 CH*

Alliance Insurance Companies

Review Bonds, Commercial lines and Farm

This course addresses product knowledge of surety, property and casualty insurance. The course is 3 hours of classroom instruction, including 2½ hours of insurance continuing education, designed to provide general information on fidelity, judicial, public official, license and permit, and contract bonds, Alliance commercial and farm policies, and business auto eligibility. The course is schedule July 21, 1997. *2.5 CH*

The American College

The following course is part of the American College CLU and ChFC certification programs.

CE 154 Long Term Care Insurance *15 CH*

Insurance Business Consultants

Business Auto - An Underwriting Guide

This course addresses product knowledge of property and casualty insurance. the course is 3½ hours of classroom instruction designed to provide general information on auto coverage forms, business auto coverage forms, the insuring agreement, pollution coverage, and endorsing additional insureds. The course is scheduled August 17, 1997. *3.5 CH*

ClienTell, Inc.

The following American College self-study course was approved for renewal May 15, 1996.

Planning for Retirement Needs *15 CH*

United Insurance Educators, Inc.

Surviving Ethically

This course addresses ethics. The course is 11 hours of self-study correspondence designed to provide specific information on conducting insurance business ethically. This is an on-going offering. *11 CH*

Redland Insurance Company/American Agrisurance

1998 Fall Crop Insurance Update

This course addresses product knowledge of property and casualty insurance. The course is 4 hours of classroom instruction designed to provide specific information on the federally mandated changes to the multi-peril crop insurance program for 1998. No offerings are scheduled pending course approval. *4 CH*

Northstar Insurance Services

The Insurance Industry's Ethical Responsibilities

This course addresses ethics. The course is 3 hours of classroom instruction designed to provide specific information on conducting insurance business ethically. The course is scheduled October 23, 1997. *3 CH*

American Society of CLU & ChFC

New York Life Study Group

This course addresses product knowledge of annuities and life insurance. The course is 9 hours of classroom instruction, including 7½ hours of insurance continuing education, designed to provide specific information on buy/sell plans, non-qualified deferred compensation, SIMPLE, Family owned business planning, qualified plans and STEP (severance trust executive program). The course is scheduled September 16, 1997. *7.5 CH*

Crop Growers Insurance, Inc.

This course addresses product knowledge of property and casualty insurance. The course is 6½ hours of classroom instruction, including 4 hours of insurance continuing education, designed to provide specific information on the federally mandated changes to the multi-peril crop insurance program for 1998. The course is scheduled August 19, 1997. *4 CH*

American Skandia

The following course was previously renewed at the Advisory Council meeting of 1/23/97 as a ClienTell offering titled, Estate Planning CE Program.

Estate Planning *4 CH*

Time Insurance/Fortis Sales

Fortis Forum 1997

This course addresses product knowledge of life insurance and management. The course is 8½ hours of classroom instruction, including 3 hours of insurance continuing education, designed to provide general information on error and omissions, underwriting, and universal life products. The course was held May 13, 1997. *3 CH*

Fortis Forum 1997 - Schedule A

This course addresses product knowledge life insurance and variable annuities. The course is 5 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide general information on estate planning, Fortis survivorship products, NAIC regulations on illustrations and universal life insurance. The course was held May 13, 1997.

2 CH

Insurance Business Consultants, Inc.

Underwriting Business Interruption Coverage

This course addresses product knowledge of casualty insurance. The course is 4 hours of classroom instruction designed to provide general information on business interruption, determining gross earnings, extra expense, leasehold improvements, and coverages. The course is scheduled August 17, 1997.

4 CH

Elizabeth K. Woods

Auto Insurance for Every Lawyer

The course was offered by the University of Montana School of Law. This course addresses product knowledge of property and casualty insurance. The course is 1½ hours of classroom instruction designed to provide specific information on auto insurance statutes, mandatory liability protection, policy cancellation and uninsured motorist coverage. The course was held January 16, 1997.

1.5 CH

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

May 15, 1997

Sam Mitchell Building-Room 270

Telephone Conference

Call to order	3:30
Presentation of course renewals and summaries	3:35
Public Comment	3:45
Discussion of course renewals and summaries	4:00
Council direction to staff	4:15
Administrative Details	4:30

Next Meetings

June 26, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

July 24, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn	4:30

May 13, 1997

Insurance Continuing Education Advisory Council

Conference Call Minutes

May 15, 1997

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 p.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member
Julie McDade, Public Member

Staff Present

Mary Arnold, Continuing Education Program
Nita Holman, Recording Secretary
Karen Beddow

Presentation of Course Renewals and Summaries

Arnold went through the course renewals and summaries copies attached as Exhibit 1, Exhibit 2 and Exhibit 3.

Public Comment

There was none.

Discussion of Course Renewals Summaries

A typographical error was found on page 2 of the second fax, should read 17 1/2 hours. It is noted that a correction will be made.

Leenknecht moved to accept course review summaries as presented and recommended course approval to the commissioner. Boon seconded the motion and it carried unanimously.

Council Direction to Staff

A suggestion was made to change the time of the meetings, possibly in the morning hours. The suggestion was tabled.

Administrative Details

The next meetings are June 18, and June 26, 1997, all at 3:30 p.m.

Leenknecht moved to adjourn meeting, McDade seconded the motion and it carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1995. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

ClienTell

The Complete Guide to Charitable Remainder Trust	*3 CH*
Introduction to Variable Life	*2 CH*

Noble Continuing Education

Business Insurance	*10 CH*
Consumer Protection	*2 CH*
P & C Property	*8 CH*

Time Insurance/Fortis Sales

Employee Benefits PT1093	*1 CH*
Taxation of Life Insurance 0394	*1.5 CH*
Short Term Medical PT1093	*1 CH*
Disability Income 0794	*.5 CH*

National Flood Insurance Program

National Flood Insurance Seminar 4 CH

National Flood Services, Inc.

Flood Insurance 3.5 CH

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

State Farm Insurance

L197 Qualified Individual Retirement Plans

This course addresses product knowledge of annuities. The course is 8 hours of classroom instruction designed to provide specific information on using annuities to fund qualified and non-qualified retirement plans, individual retirement accounts, simplified employee pensions and Keoghs. This is an on-going offering. *8 CH*

H197 Introduction to Medicare Support

This course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide general information on Medicare coverage and eligible expenses, and State Farm Medigap policies and coverage. This is an on-going offering. *2 CH*

National Structured Settlements Trade Association

1997 Annual Meeting & Conference

This course addresses product knowledge of annuities. The course is 18 hours of classroom instruction, including 12 hours of insurance continuing education, designed to provide specific information on the 105th Congress, federal legislation and regulations, state regulatory changes, I.R.C. Section 468B, comutation of annuity proceeds, annuities for minors and incompetents, long term care, annuities as investments and annuitants who are foreign nationals. The course was held May 8, 1997. *12 CH*

EMC Insurance Companies

Commercial Lines Agents School

This course addresses product knowledge of property and casualty insurance. The course is 28 hours of classroom instruction, including 17½ hours of insurance continuing education, designed to provide specific information on building and personal property, businessowners, commercial output and developers output policies, loss protection, workers compensation, general liability, commercial auto, claims, fraud, risk improvement, and a practical exercise. The course is scheduled June 1, 1997. *17 CH*

Center for Video Education, Inc.

Workers' Compensation: On the Cutting Edge - classroom

This course addresses product knowledge of health insurance. The course is 6 hours of classroom instruction designed to provide specific information on workers compensation, state workers compensation laws, rating an insured, alternative risk financing, integrated benefits programs, coverages and special federal legislation. The course is scheduled May 16, 1997. *6 CH*

Workers' Compensation: On the Cutting Edge - self study

Video version of the course above with a monitored examination. This is an on-going offering. *6 CH*

Continental General Insurance Company

1997 Fundamentals of Life and Health Insurance

This course addresses product knowledge of life and health insurance. The course is 2 hours of classroom instruction designed to provide general information on the NAIC Life Insurance Illustration Model Regulation, HMO plans and provisions, dental insurance plans and the Health Insurance Portability and Accountability Act of 1996. The course was held May 6, 1997. *2 CH*

The Equitable

Advanced Business Continuation & Split Dollar Techniques

This course addresses product knowledge of life insurance and annuities. The course is 8 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide in-depth information on gratuitous transfers and bequests of businesses, buy/sell agreements, IRS Section 303 transfers, employment and private split dollar agreements. The course was held May 1, 1997. *5 CH*

Harrington Education Center, Inc.

Long Term Care Insurance

This course addresses product knowledge of health insurance. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide basic information on long term care insurance, coverage, recent legislation, sales techniques, demographics of aging, and cost of care. The course was held May 2, 1997. *.5 CH*

Non-qualified fixed and Variable Annuities

This course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide general information on fixed and variable annuities, qualified and non-qualified plans, TEFRA, DEFRA, TRA, TAMRA (tax acts which affect annuities), and the provisions of an annuity contract. the course was held May 2, 1997. *1 CH*

Northwestern Mutual Life Insurance Company-General Agency Montana

An Overview of the Insurance Industry in Today's Economy

This course addresses product knowledge of life insurance. The course is 6 hours of classroom instruction designed to provide specific information on the need for life insurance, comparison of college funding vehicles, sequential non-maturity uses of life insurance, effective sales, life insurance tax issues, and the characteristics of annuities and life insurance. The course is scheduled for June 19, 1997. *6 CH*

Franklin Templeton

Retirement Income Planning for the 21st Century

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide basic information on retirement planning issues, annuitization income stream options, and diversification of retirement income sources. No offerings are scheduled pending course approval. *1 CH*

Wood Logan

Estate Planning Concepts

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide basic information on providing adequate insurance protection, estate planning objectives, testamentary, living and charitable remainder trusts, using annuities to fund a trust and annuities versus life insurance. No offerings are scheduled pending course approval. *1 CH*

Charitable Remainder Trusts

This course addresses product knowledge of annuities. the course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on Charitable remainder annuity trusts and charitable remainder unitrusts. No offerings are scheduled pending course approval. *.5 CH*

Noble Continuing Education

Guide to Simplified Employee Pension Plans

This course addresses product knowledge of annuities and life insurance. The course is 74 pages of self-study text designed to provide general information on retirement plans, qualified and non-qualified plans, IRAs, SEPs, SARSEPs, workers compensation, unemployment insurance, medical and health benefits, and life insurance. This is an on-going offering. *5 CH*

Comprehensive Guide to Umbrella Liability

This course addresses product knowledge of casualty insurance. The course is 48 pages of self-study text designed to provide general information on multiple line insurance, liability hazard, negligence, malpractice and product liability, commercial general liability, umbrella liability coverage, common policy exclusions, and group ratings. This is an on-going offering. *3.5 CH*

Pictorial

CBT-Principles of Annuities

This course addresses product knowledge of annuities. the course is 15 hours of self-study computer-based training designed to provide specific information on annuities, annuity contracts, contract value, types of annuities: immediate, deferred, single, flexible and fixed premium, annuity accumulations and distributions. This is an on-going offering. *12 CH*

Pacific Mutual Life Insurance Company

Charitable Remainder Trust Primer

This course addresses product knowledge of life insurance and annuities. the course is 7 hours of computer-based training designed to provide general information on charitable planning, charitable remainder trusts, income, gift and estate consequences of CRTs, and wealth accumulation planning. This is an on-going offering. *7 CH*

PLANCO

Life Insurance

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on life insurance uses: payment of estate taxes, buy/sell funding, college fund, mortgage payoff, key employee policy, and types of life insurance, term, whole, interest sensitive single premium and survivorship policies. No offerings are scheduled pending course approval. *2 CH*

Overcoming Objections to Variable Annuities

This course addresses marketing capability of annuities. the course is 2 hours of classroom instruction designed to provide basic information on objections to annuities, comparison of expenses, liquidity, taxes and penalties, and beneficiaries. No offerings are scheduled pending course approval. *2 CH*

Western Reserve Life Assurance Company of Ohio

Qualified Retirement Plans

This course addresses product knowledge of annuities. the course is 4 hours of classroom instruction, including 2 hours of insurance continuing education designed to provide general information on profit sharing, IRAs and SEPs, and qualified plan distributions. The course is scheduled June 3, 1997. *2 CH*

Supplemental Executive Retirement Plans

This course addresses product knowledge of life insurance and annuities. The course is 4 hours of classroom instruction, including 2 hours of insurance continuing education, designed to provide basic information on non-qualified deferred compensation and split dollar plans. The course is scheduled June 3, 1997. *2 CH*

J & H University

Regulations and Company Insolvency Workshop

This course addresses management. The course is 3 hours of classroom instruction designed to provide specific information on surplus lines compliance, marketplace insolvency, market security, and impact of catastrophes on industry combined ratios. The course is scheduled June 18, 1997. *3 CH*

Life Instructors

Suitability Issues of Variable Annuities

This course addresses product knowledge of variable annuities. The course is 2 hours of self-study correspondence designed to provide general information on the suitability of annuities as investments for a customer based on age, existing investments, tax status and risk tolerance. This is an on-going offering. *2 CH*

Suitability Issues of Variable Life Insurance

This course addresses product knowledge of life insurance. The course is 2 hours of self-study correspondence designed to provide general information on the suitability of variable life insurance as an investment for a customer based on age, existing investments, tax status, and risk tolerance and required disclosure. This is an on-going offering. *2 CH*

Ethical Conduct in the Financial Services Practice

This course addresses ethics. The Course is 4 hours of self-study correspondence designed to provide specific information on the principles of ethics in financial services, the impact of ethical issues on client interaction, identification of current practices in conflict with ethical practices and revising existing practices. This is an on-going offering. *4 CH*

An Overview of Interest Sensitive and Adjustable Policies

This course addresses product knowledge of life insurance. The course is 3 hours of self-study correspondence designed to provide general information on variable and universal life insurance, cash value, death benefit options, and interdependence of premium, cash value, and death benefits. This is an on-going offering. *3 CH*

First American Title Insurance Company

1997 Intermediate/Advanced Title Class

This course addresses product knowledge of title insurance and management. The course is 10½ hours of classroom instruction designed to provide in-depth information on involuntary dissolution of a corporation, mineral interests, construction liens, modification of trust indentures, redemptions, endorsements and trusts. This course was scheduled April 24, 1997. *10.5 CH*

United Insurance Educators, Inc.

Liability Insurance

This course addresses product knowledge of casualty insurance. The course is 133 pages of self-study correspondence designed to provide specific information on liability insurance, risk, negligence, general liability, business liability, automobile and employers' liability, credit and title insurance. This is an on-going offering. *10 CH*

Advanced Education Services

1997 Producer Conference

This course addresses product knowledge of life insurance and variable annuities. The course is 30 hours of classroom instruction, including 4 hours of insurance continuing education, designed to provide specific information on annuity overview, wealth transfers, estate and business planning and annuities. The course is scheduled July 17, 1997. *4 CH*

Continental Western Insurance Company

Today's Trucks

This course addresses product knowledge of property insurance. The course is 6 hours of classroom instruction designed to provide specific information on in-land marine insurance, regulation revisions, motor carrier and truckers policies, lease agreements, hold harmless, workers' compensation and bobtail coverage. The course is scheduled August 5, 1997. *6 CH*

American Society of CLU & ChFC

The following course is part of the American Society CLU and ChFC certification programs.

The ABCs of Variable Life - Part II *2 CH*

National Endowment for Financial Education/College for Financial Planning

The following course is part of the National Endowment for Financial Education CFP certification program.

1997 National Conference *10 CH*

All courses on this page are submitted as renewal of courses reviewed and approved during 1995. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

SAFECO Education Center

Homeowners Insurance Policy	*6 CH*
Personal Auto Policy	*6 CH*

Insurance Business Consultants, Inc.

Trucking Risk Seminar	*10 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

State Farm Insurance

L695 - Life Policy Beneficiary/Ownership Arrangements

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on life insurance policy beneficiaries, order of proceed payment, policy ownership, designation of beneficiaries, designation of minor beneficiaries and method of settlement. This is an on-going offering. *1 CH*

L295 - Medical Underwriting and Ratings

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on medical rating factors, underwriting considerations, and the State Farm point system of rating debits. This is an on-going offering. *.5 CH*

L395 - Comparing Life/Health Underwriting

This course addresses product knowledge of life and health insurance. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide basic information on the difference between life and health underwriting, morbidity versus mortality and the State Farm underwriting position on pregnancy, scheduled doctor visits, tobacco use, skin lesions, back injuries and height and weight. This is an on-going offering. *.5 CH*

L195 -Legal Aspects of Life Insurance

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information regarding the notification and legal release form requirements during the life insurance application process for applicants in states in the Pacific Northwest. This is an on-going offering. *1 CH*

L397 - Business Life Insurance

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on buy/sell agreements, key employee policies, executive bonus plans, split dollar, and deferred compensation. This is an on-going offering. *2 CH*

H397 - Medicare Supplement

This course addresses product knowledge of health insurance. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide basic information on Medicare, three Medicare policies offered by State Farm, Medicare underwriting and claim handling. This is an on-going offering. *.5 CH*

H297 - Long Term Care

This course addresses product knowledge of health insurance. The course is 1 hour of classroom instruction designed to provide general information on long term care terminology, coverages, exclusions, limitations, eligibility requirements, suitability and premium calculation. This is an on-going offering. *1 CH*

J & H (Johnson and Higgins) University

Advanced Risk Financing

This course addresses product knowledge of property and casualty insurance. The course is 23 hours of classroom instruction, including 17 hours of insurance continuing education, designed to provide specific information on large accounts, financial statements and ratios, guaranteed cost, deductibles, captives and risk financing terminology and practices. The course is scheduled June 16, 1997. *17 CH*

Northwestern Mutual Life Insurance Company-General Agency Montana

The Fundamentals of Group Disability Income

This course addresses product knowledge of disability insurance. The course is 1½ hours of classroom instruction designed to provide specific information on group disability insurance products, employer/employee needs for disability income, a comparison of major market products. The course is scheduled June 20, 1997. *1.5 CH*

Million Dollar Round Table

1997 MDRT Annual Meeting

This course addresses product knowledge of life and health insurance and annuities. The course is 6 hours of concurrent session offerings designed to provide specific information on qualified plan benefits, estate planning, disability insurance, long term care, dynasty trusts, deferring benefits, mature market and variable universal life insurance. The conference is scheduled June 9, 1997. *6 CH*

American Society of CLU and ChFC

'97 American General Life

This course addresses product knowledge of life insurance and annuities. The course is 9 hours of classroom instruction designed to provide specific information on estate planning, GRITs, GRATs, life insurance in estate planning, charitable estate planning, irrevocable life insurance trusts and GRUTs.The course is scheduled June 27, 1997. *9 CH*

Prudential Mutual Funds & Annuities

Annuity Anthology

This course addresses product knowledge of annuities. The course is 3 hours of classroom instruction designed to provide general information on annuity distribution, fixed annuities, variable annuities, the annuity market, non-qualified plans and contract structure. The course is scheduled June 20, 1997. *3 CH*

Northwestern Mutual Life Insurance Company-General Agency Montana

Living Trusts

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide specific information on estate planning using living trusts, distribution planning, disability planning and costs. The course was held January 18, 1997. *2 CH*

Farm Bureau Life Education Services

Life School III - Advanced Life

This course addresses product knowledge of life insurance. The course is 24 hours of classroom instruction, including 11 hours of insurance continuing education, designed to provide specific information on estate planning, trusts, gifting, annual reviews, business insurance, key person, executive bonus, split dollar and deferred compensation. The course was held May 12, 1997. *11 CH*

The National Alliance

The following course is part of the National Alliance Certified Risk Manager certification program.

Risk Financing *18 CH*

Montana Insurance Education Foundation

Introduction to Personal Lines

This course addresses product knowledge of property and casualty insurance. The course is 7 hours of classroom instruction designed to provide general information on personal auto and homeowners insurance. The course is scheduled May 15, 1997. *7 CH*

Stewart Title Guaranty Company

Annual Region F Underwriting and Information Seminar

This course addresses product knowledge of title insurance. The course is 7 hours of classroom instruction, including 6 hours of insurance continuing education, designed to provide in-depth information on escrow instructions, closing letters, escrow accounting and reconciliation, water rights and railroads. The course is scheduled May 15, 1997. *6 CH*

Montana State Compensation Insurance Fund

Creating a Partnership, Setting the Course

This course addresses product knowledge of workers compensation insurance. The course is 8 hours of classroom instruction, including 5 hours of insurance continuing education, designed to provide specific information on the State Fund, agency partnership, system structure, classification and pricing, association plans and organization work units. The course is scheduled June 3, 1997. *5 CH*

Northstar Insurance Services

Credit Life - What it is - What it isn't

This course addresses product knowledge of credit life and disability insurance. The course is 2 hours of classroom instruction designed to provide general information on credit life insurance and credit disability insurance, licensing requirements, credit life versus term life and facets affecting product choice. No offerings are scheduled pending course approval. *2 CH*

What Kind of Life Insurance and How Much?

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on estate creation, key employee insurance, retirement planning, types of life insurance, whole, term, universal, variable and group term life insurance. No offerings are scheduled pending course approval. *3 CH*

The Council of Insurance Agents and Brokers

Unlocking the Voice of the Customer

This course addresses marketing and prospecting. The course is 12½ hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide specific information on identifying prospective customers and defining the insurance industry in society. The course is scheduled May 17, 1997. *1 CH*

Montana Insurance Education Foundation

Errors & Omissions, Loss Control Life & Health

This course addresses management. The course is 3 hours of classroom instruction designed to provide specific information on loss control, claims, operational techniques to reduce risks and increase quality control. The course is scheduled May 16, 1997. *3 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

AGENDA

April 17, 1997

Sam Mitchell Building-Room 270

Telephone Conference

Call to order 3:30

Proposed Legislation 3:35

House Bill 58 - Eliminating the Licensing and Permitting of Post Secondary Educational Institutions... **To Governor**

House Bill 401 - Generally Revising the Laws Governing Bail; Exempting Persons who Only Execute Surety Bail Bonds from Insurance Producer Continuing Education Requirements... **To Governor**

Presentation of course renewals and summaries 3:50

Public Comment 4:00

Discussion of course renewals and summaries 4:15

Council direction to staff 4:30

Administrative Details 4:40

Next Meetings

May 15, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

June 18, 1997 - 3:30, Advisory Council Meeting, Telephone Conference **or**

June 26, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn 5:00

April 14, 1997

Insurance Continuing Education Advisory Council

Conference Call Minutes

April 17, 1997

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 p.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Nita Holman, Recording Secretary
Karen Beddow

A list of others present is attached as Exhibit 1.

Proposed Legislation

House Bill 58 - Eliminating the Licensing and Permitting of Post Secondary Education Institutions - To Governor.

House Bill 401 - Generally revising the Laws Governing Bail; Exempting Persons who Only Execute Surety Bail Bonds from Insurance Producer Continuing Education Requirements - To Governor.

Presentation of Course Renewals and Summaries

Arnold went through the course renewals and summaries copies attached as Exhibit 2, Exhibit 3 and Exhibit 4.

Public Comment

There was none.

Discussion of Course Renewals Summaries

Bebee moved to accept course review summaries as presented and recommended course approval to the commissioner. Bolt seconded the motion and it carried unanimously.

Council Direction to Staff

There was none.

Administrative Details

The next meetings are May 15, June 18, and June 26, 1997, all at 3:30 p.m.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

The American College

The following courses are part of the American College PACE certification program.

Charitable Giving: Planning Techniques & Applications	*7 CH*
HS124 Legal Aspects of Life Insurance, part I	*10 CH*
HS224 Legal Aspects of Life Insurance, part II	*10 CH*

American Institute for Chartered Property Casualty Underwriters

The following courses are part of the American Institute CPCU (Chartered Property Casualty Underwriter), API (Associate in Personal Insurance) and ASLI (Associate in Surplus Lines) certification programs.

API 28 - Personal Insurance: Underwriting and Marketing Practices	*19 CH*
ASLI 162-Surplus lines Insurance Practices	*19 CH*
AAI 81-Principles of Insurance Production, revised 1996	*19 CH*
AAI 82-Multiple Lines Insurance Production, revised 1996	*19 CH*

All American Life Insurance Company

The NAIC Illustration Model Bill & You

This course addresses product knowledge of life insurance and ethics. The course is 2 hours of classroom instruction designed to provide specific information on NAIC life insurance illustration model regulation, illustration standards, basic versus supplemental illustrations requirements and order of format, regulation applies to individual and group whole and term life, and annual report requirement. The course is scheduled May 12, 1997. *2 CH*

Nationwide Life Insurance Company

Charitable Remainder Trust-classroom

This course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education, designed to provide basic information on charitable remainder trusts, annuity trusts, standard uni-trusts versus net income with makeup, donors and beneficiaries, income, gift and estate limitations and hard to value assets. No offerings are scheduled pending course approval. *.5 CH*

Charitable Remainder Trust-classroom

Same as the listing above, but includes two cases studies demonstrating Nationwide products. No offerings are scheduled pending course approval. *.5 CH*

Canada Life

1997 Selling Strategies Forum

This course addresses marketing capability and ethics. The course is 6½ hours of classroom instruction designed to provide specific information on ethical performance in the insurance industry, family limited partnerships, life insurance financing techniques, deferred compensation (qualified versus non-qualified plans), and gifts using life insurance. The course is scheduled May 15, 1997. *6.5 CH*

FFP Securities

1997 Regional Training Meeting

This course addresses product knowledge of life insurance and annuities. The course is 15 hours of classroom instruction, including 4 hours of insurance continuing education, designed to provide general information on universal life, variable universal life, annuity products and index annuities, and the basics of financial planning. The course is scheduled May 2, 1997. *4 CH*

National Association of Insurance Women

Preparing Pathways for Life and Health

This course addresses product knowledge of life and health insurance. The course is 3 hours of classroom instruction designed to provide general information on group insurance and plans, COBRA, and managed care. The course is scheduled June 25, 1997. *3 CH*

Covering the In-Home Business

This course addresses product knowledge of property and casualty insurance. The course is 3 hours of classroom instruction designed to provide general information on insurance coverage for businesses inside a home, property and coverage, and crime coverage. The course is scheduled June 25, 1997. *3 CH*

Refocusing on the Customer

This course addresses marketing capability. The course is 3 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on time management, motivation, errors and omissions, personal and commercial lines, and customer profiles. The course is scheduled June 25, 1997. *1 CH*

Basic Underwriting for Non-underwriters

This course addresses management and marketing capability. The course is 7½ hours of classroom instruction designed to provide specific information on underwriting personal, commercial, workers' compensation, life and health insurance and surety bonds. The course is scheduled June 25, 1997. *7.5 CH*

United Insurance Educators

Retirement Planning

This course addresses product knowledge of life and health insurance. The course is 353 pages of self-study correspondence designed to provide general information on retirement and estate planning, social security, pension benefits, annuity payout, long term care insurance, living trusts, and agent ethics. This is an on-going offering. *10 CH*

American Society for CLU and ChFC

The following courses are part of the American Society's CLU and ChFC certification programs.

Variable Life *2 CH*
VTC-How to Prepare your Clients for Retirement *3 CH*

1997 Aetna Advance Sales Forum

This course addresses marketing capability. The course is a series of concurrent workshops which includes classroom instruction on family limited partnerships, non-qualified deferred compensation plans, split dollar insurance plans, and variable insurance products. The course is scheduled May 15, 1997. *6 CH*

1997 New York Life VTC (Video Teleconference)

This course addresses product knowledge of life insurance. The course is 3 hours of video teleconference designed to provide specific information on life insurance trusts, including: irrevocable, intervivos, wealth replacement, annuity, charitable remainder, and dynasty trusts. The course is scheduled May 29, 1997. *3 CH*

The National Alliance for Insurance Education and Research (formerly the Society of CIC and Society of CISR)

The following courses are part of the National Alliance CIC and CISR certification programs.

Dynamics of Service	*4 CH*
Oil and Gas, Ruble Seminar	*19 CH*
Agency Management Institute, revised 1997	*19 CH*
Commercial Casualty Institute, revised 1997	*19 CH*
Commercial Property Institute, revised 1997	*19 CH*
Life and Health Institute, revised 1997	*19 CH*
Personal Lines Institute, revised 1997	*19 CH*
Advanced Coverage-97, Ruble Seminar	*19 CH*

American Express Financial Advisors

Life Insurance Reprojection, Session 1

This course addresses product knowledge and marketing capability of life insurance. The course is 1 hour of classroom instruction designed to provide specific information on life insurance policy growth assessment, analyzing changes in client needs, revising policy lapse, and policy reduction due to death benefit changes. No offerings are scheduled pending course approval. *1 CH*

Life Insurance Reprojection, Session 2

This course addresses product knowledge and marketing capability of life insurance. The course is 1 hour of classroom instruction designed to provide specific information on using reprojection illustrations to determine variance between client need and policy return. No offerings are scheduled pending course approval. *1 CH*

Montana Association of Life Underwriters

When will your estate be planned?

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on estate planning and funding retirement income with life insurance. The course is scheduled April 24, 1997. *2 CH*

Application of Long Term Care Policies in Estate Planning

This course addresses product knowledge of health insurance. the course is 3 hours of classroom instruction designed to provide general information on long term care coverage, Medicaid, coverages, exclusions and Medicare. The course is scheduled April 26, 1997. *3 CH*

Surviving and Thriving in the Insurance Business

This course addresses motivation and management. The course is 2 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on follow through, follow-up and the pleasures of working in the insurance industry. The course is scheduled April 25, 1997. *1 CH*

Working with The Multi-line Client

This course addresses product knowledge and marketing capability of property and casualty insurance. The course is 3 hours of classroom instruction designed to provide specific information for encouraging life and health clients to buy property and casualty insurance. The course is scheduled April 25, 1997. *3 CH*

The Magic of Multiple-line Selling

This course addresses marketing capability. The course is 2 hours of classroom instruction designed to provide general information on diversifying insurance product sales. The course is scheduled April 25, 1997. *2 CH*

Getting the B-R-E-A-K-S

This course addresses motivation and product knowledge of life insurance. The course is 1 hour of classroom instruction, including ½ hour of insurance continuing education designed to provide inspiration from the concepts of Building, Records, Enthusiasm, Association, Knowledge and Service and payment of inheritance and estate taxes using life insurance. The course is scheduled April 25, 1997. *.5 CH*

National Association of Surety Bond Producers

The following courses are part of the NASBP certification program.

What is Commercial Surety — *2 CH*
Alternative Method od Security Insurance versus Surety Bonds — *2 CH*
Trends & International Aspects i Commercial Surety — *2 CH*
Claims & Indemnity on Commercial Bonds — *2 CH*

Travelers/Aetna Property Casualty Corporation

Fiduciary Responsibility Insurance Policy

This course addresses product knowledge of surety bonds. The course is 1 hour of classroom instruction designed to provide specific information on fiduciary responsibility under ERISA, maintenance of a fidelity bond and fiduciary responsibility insurance policy. No offerings are scheduled pending course approval. *1 CH*

SAFECO Life Insurance Company

Personal Lines Underwriting Seminar

This course addresses product knowledge 0of property and casualty insurance. The course is 5½ hours of classroom instruction designed to provide general information on underwriting of auto insurance, young drivers, principal operator versus non-principal operator, specialty auto, recreational vehicles and boats. The course is scheduled May 15, 1997. *5.5 CH*

International Society of Certified Employee Benefit Specialists

The following course is part of the International Society CEBS certification program.

1997 ISCEBS Continuing Education Course — *12 CH*

International Association of Arson Investigators

NFPA 921 Sword or Shield

This course addresses management of insurance fraud. The course is 20 hours of classroom instruction, including 4 hours of insurance continuing education, designed to provide specific information on arson investigation and insurance fraud stemming from arson. The course was scheduled April 3, 1997. *4 CH*

Montana Land Title Association

MLTA Educational Seminar

This course addresses product knowledge of title insurance. The course is 11 hours of classroom instruction designed to provide in-depth information on general bankruptcy, claims prevention through sound underwriting, state trust lands and easements legal access and county road easements. The course is scheduled May 9, 1997. *11 CH*

AFLAC

The following course was summarized the in the Course review summaries for the meeting of October 17, 1996.

1995 Changes in Montana Insurance Statutes and Administrative Rules *2 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

State Farm Insurance

F197 Fair Access

This course addresses ethics. The course is 5½ hours of classroom instruction, including 1 hour of agent training, desigend to provide general infromation on the prohibition of unfair discrimination by property insurance providers. This is an on-going offering. *4.5 CH*

A197 Auto Underwriting for Profit

This course addresses product knowledge of property insurance. The course is 3 hours of classroom instruction, including 1 hour of insurance continuing education, desigend to provide specific infromation on agent responsibility for company profitability, eligible and desireable business, standard and mutual risks, using the State Farm underwriting guide, and calculating rates. This is an on-going offering. *1 CH*

F297 Insurance to Value

This course addresses product knowledge of property insurance. The course is 2 hours of classroom instruction desigend to provide specific information on determining the value of a home to allow setting proper replacement cost value. This is an on-going offering. *2 CH*

Transamerica Occidental Life Insurance Company

The following Pictorial course was reviewed at the Advisory Council meeting March 13, 1997.

Equity-Indexed Annuities *6 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1995. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Pictorial

Personal Auto Coverage	*7.5 CH*
Agent's Guide to Business Insurnace	*12 CH*
Agent's Guide to Estate Planning	*15 CH*
Delivering Quality Service	*5 CH*
Ethical Practices	*10 CH*
Group Insurance, revised	*6 CH*
Insurance Ethics & Consumer Protection	*2 CH*
Managed Care Strategies	*7 CH*
Negotiation Skills	*4 CH*
Pension Planning Concepts	*14 CH*
CBT-Annuities	*2 CH*
CBT-Disability Income	*2 CH*
CBT-Life Products	*2 CH*
CBT-Universal Life Basics	*2 CH*

United Insurance Educators

Business Ethics	*5 CH*

Northwestern Mutual Life Insurance Company

Advanced Planning School	*10 CH*
Career School	*8 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL
AGENDA

March 13, 1997
Sam Mitchell Building-Room 270
Telephone Conference

Call to order 3:30

Proposed Legislation 3:35

House Bill 58 - Eliminating the Licensing and Permitting of Post Secondary Educational Institutions... **NO CHANGE**

House Bill 401 - Generally Revising the Laws Governing Bail; Exempting Persons who Only Execute Surety Bail Bonds from Insurance Producer Continuing Education Requirements... **NO CHANGE**

Presentation of course renewals and summaries 3:50

Public Comment 4:00

Discussion of course renewals and summaries 4:15

Council direction to staff 4:30

Administrative Details 4:40

Next Meetings

April 17, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

May 15, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn 5:00

March 7, 1997

Insurance Continuing Education Advisory Council

Conference Call Minutes

March 13,1997

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 p.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Tony Leennecht, Member of MT Assn. Life Underwriters

Staff Present

Mary Arnold, Continuing Education Program
Pam Pickett, Recording Secretary
Karen Beddow, Licensing Tech
A list of others present is attached as Exhibit 1.

Proposed Legislation

House Bill 58 - Eliminating the Licensing and Permitting of Post Secondary Educational Institutions ... No change

House Bill 401 - Generally revising the Laws Governing Bail; Exempting Persons who only Execute Surety Bail Bonds from Insurance Producer Continuing Education Requirements... No change.

Presentation of Course Renewals and Summaries

Arnold presented course renewals and courses for review, copies attached as Exhibit 1 and Exhibit 2 with some discussion.

Public Comment

none

Discussion of Course Renewals Summaries

Bolt moved to accept course review summaries as presented and recommended course approval to the commissioner. McDade seconded it; the motion carried.

Council Direction to Staff

Discussion on budget cuts

Administrative Details

Next meeting dates:
April 17, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

May 15, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

Adjournment

Bolt moved to adjourn, Leeknecht seconded the motion, motion carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

National Alliance for Insurance Education & Research (formerly the Societies of CIC and CISR)

The following courses are part of the National Alliance CIC (Certified Insurance Counselor), CISR (Certified Insurance Service Representative) and CRM (Certified Risk Manager) certification programs.

James K. Ruble Seminar/Advanced Coverage-1997	*17 CH*
Dynamics of Selling	*10 CH*
Risk Control	*17 CH*
Essentials of Risk Management	*17 CH*
Ruble Seminar/Small Commercial	*17 CH*
Ruble Seminar/Contractors	*17 CH*

National Association of Surety Bond Producers

The LLC: A Creative Solution for the Construction Workplace

This course addresses product knowledge of surety insurance. The course is 1½ hours of classroom instruction designed to provide specific information on including contracting liability in requests for proposal, liability issues, liability issues based on entity type and project risks. The course is scheduled April 14, 1997. *1.5 CH*

Credit Enhancement Opportunities for Working Capital and Payment Loss

This course addresses product knowledge of surety insurance. The course is 2 hours of classroom instruction designed to provide general information on surety bonds, contractor bonds, agent bonds, commercial general liability coverage, contractor's financial statements and processing a draw. The course is scheduled April 13, 1997. *2 CH*

Northwestern Mutual Life Insurance Company

1997 Annual Compliance Meeting

This course addresses ethics. The course is 1½ hours of classroom instruction, that includes ½ hour of agent training, designed to provide basic information on ethical insurance business practices. No offerings are scheduled pending course approval. *1 CH*

Principal Mutual-Individual

1997 Premier Producer Workshop

This course addresses product knowledge of life insurance, reinsurance and annuities. The course is 12 hours of classroom instruction, that includes 4½ hours of insurance continuing education, designed to provide basic information on Principal Mutual products and product changes, life insurance advantages in limited liability companies, business succession planning, estate planning, retirement planning under SIMPLE, and the NAIC Illustration regulation. No offerings are scheduled pending course approval. *4.5 CH*

Sun Life of Canada

CLU/MDRT (Million Dollar Round Table) Meeting 1997

This course addresses product knowledge of life insurance. The course is 15 hours of classroom instruction, that includes 6 hours of insurance continuing education, designed to provide specific information on split dollar plans, business/estate planning concepts, charitable trusts, business and key executive compensation plans and life insurance and asset allocation. The course is scheduled April 11, 1997. *6 CH*

Insurance Business Consultants, Inc. On behalf of AAMGA University

Employment Relationships-Concerns and Coverage Considerations

This course addresses product knowledge of business risk management. The course is 4 hours of classroom instruction designed to provide general information on business risk identification, assessment and reduction techniques, exposures, property and general liability insurance coverage and workers compensation. The course is scheduled May 18, 1997. *4 CH*

State Farm Insurance

F197 - Flood Policy

This course addresses product knowledge of property insurance. The course is 3 hours of classroom instruction designed to provide specific information on the State Farm write-your-own flood insurance as part of the National Flood Insurance Program. No offerings are scheduled pending course approval. *3 CH*

American Society of CLU & ChFC

1997 Aetna Advanced Sales Forum

This course addresses product knowledge of life insurance. The course is 6 hours of classroom instruction designed to provide specific information on family limited partnership buy-out options, non-qualified deferred compensation, split dollar insurance plans and using variable insurance products in estate planning. The course is scheduled May 15, 1997. *6 CH*

The following course is part of the American Society CLU and ChFC certification programs.

1997 Producers Institute *15 CH*

Mass Mutual

1997 Career Development School

This course addresses product knowledge of life and disability insurance. The course is 14½ hours of classroom instruction, that includes 12 hours of insurance continuing education, designed to provide specific information on the Mass Mutual One Card System, life, disability income, and business insurance, regulatory compliance issues, key person coverage, buy-sell and split dollar plans, and estate planning concepts. The course is scheduled June 2, 1997. *12 CH*

Allied Group

Personal Lines Agents Sales Seminar

This course addresses product knowledge of property insurance and marketing. The course is 36 hours of classroom instruction, that includes 8 hours of insurance continuing education, designed to provide general information on Allied Producer Selling Skills, Allied specialty personal lines policies, coverage provided by major personal lines policies, applying coverage and risk management, and identifying Allied's target markets. The course is scheduled May 19, 1997. *8 CH*

The American College

The following course was approved for Montana insurance continuing education credit January 20, 1996. Management of this certification program is being transferred from the American Society of CLU & ChFC to the American College. The program does not change.

PACE (Professional Achievement in Continuing Education) *15 CH*

Assurex International

1997 Life and Benefits Group Conference

This course addresses product knowledge of health insurance and marketing. The course is 10 hours of classroom instruction, that includes 3 hours of insurance continuing education, designed to provide general information on insurance in the health care industry, COBRA, and errors and omissions coverage. The course was scheduled January 20, 1997. *3 CH*

Pictorial, Inc.

Senior Needs Planning - 1st Edition

This course addresses life and health insurance. The course is 160 pages of self-study correspondence designed to provide specific information on retirement income needs, Social Security, pensions, wealth accumulation, life insurance and annuities, health care, income tax planning, and estate planning. This is an on-going offering. *10 CH*

Equity-Indexed Annuities - 1st Edition

This course addresses product knowledge of annuities. The course is 44 pages of self-study correspondence designed to provide basic information on annuities, indexing, equity-indexed annuity fundamentals, when to recommend equity-indexed annuities to clients. This is an on-going offering. *6 CH*

Advanced Annuities Training Course

This course addresses product knowledge of annuities. The course is 107 pages of self-study correspondence designed to provide specific information on annuity definitions, specialized annuities, contract structure and provisions, annuity uses and sales practices. This is an on-going offering. *14 CH*

Ethics at Work

This course addresses ethics. The course is 10 hours of self-study correspondence designed to provide general and specific information on standards for ethical behavior, consumer protection, regulation of sales, underwriting and claims practices. This is an on-going offering. *10 CH*

Clientell, Inc

Variable Life Insurance Through Life's Stages

This course addresses product knowledge of life insurance. the course is 3 hours of classroom instruction designed to provide specific information on life and variable life insurance, flexible premium variable life insurance, policy liquidity, underwriting, survivorship life, and single premium variable life insurance. No offerings are scheduled pending course approval. *3 CH*

General American Life Insurance Company

Advanced Underwriting Estate Planning School

This course addresses product knowledge of life insurance and annuities. The course is 9 hours of classroom instruction, that includes 6 hours of insurance continuing education, designed to provide specific information on irrevocable insurance trusts, the use of life insurance in family limited partnerships, qualified plans, employee stock option plans, split dollar plans, and charitable planning. The course is scheduled March 13, 1997. *6 CH*

Great West Casualty Company

Motor Carrier Coverages

This course addresses product knowledge of property and casualty insurance. The course is 13½ hours of classroom instruction, that includes 3½ hours of insurance continuing education, designed to provide general information on Great West Casualty policies, endorsements and forms, cargo and inland marine coverage, truckers' policy and endorsements motor carrier insurance filings, and purpose and structure of the GWCC Claims, Subrogation and Loss Prevention Departments. The course is scheduled April 17, 1997. *3.5 CH*

Mass Mutual Life Insurance Company

1997 Advanced Sales Seminar

This course addresses product knowledge of life and health insurance. The course is 5½ hours of classroom instruction designed to provide specific information on executive fringe benefits (split dollar plans, life insurance, charitable remainder trusts), asset transfers, GRITs, GRATs and GRUTs, disability income, and estate planning. The course is scheduled May 5, 1997.

5.5 CH

Montana Insurance Education Foundation

The National Flood Insurance Program

This course addresses product knowledge of property insurance. The course is 3 hours of classroom instruction designed to provide specific information on the National Flood Insurance Program, eligibility, policies and the community rating system. The course is scheduled March 21, 1997. *3 CH*

The American College

Life Insurance Tax Law Changes

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on irrevocable life insurance trust funded buy-sell agreements, split dollar life insurance, beneficiary designations, life insurance trusts, and Crummey powers. The course is scheduled May 23, 1997. *2 CH*

National Association of Insurance Women

Successful Negotiations for the Insurance Professional

This course addresses marketing capability. The course is 6 hours of classroom instruction, that includes 4 hours of insurance continuing education, designed to provide general information on negotiation skills, insurance negotiation, matching style to situation. The course is scheduled April 19, 1997. *4 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1995. Sponsoring organizations have certified that these courses will continue to be offered as originally submitted.

Bankers Life and Casualty Company

Business Insurance Basics	*7 CH*
Estate Planning Training Course	*15 CH*
Individual Retirement Accounts	*4 CH*

The Merritt Company

Personal Automobile Insurance	*10 CH*
Estate Planning	*10 CH*
General Liability Rating	*10 CH*
Dwelling and Homeowners Coverage	*10 CH*
Dwelling and Homeowner Rating	*10 CH*
Life Policy Comparisons & Underwriting	*10 CH*
Commercial Automobile Coverage	*10 CH*
Commercial Automobile Rating	*10 CH*
Commercial Property Coverage	*10 CH*
Commercial Property Rating	*10 CH*
General Liability Coverage	*10 CH*
Workers Compensation	*10 CH*

Commercial Inland Marine	*10 CH*
Annuities	*10 CH*
Disability Income Insurance	*10 CH*
Long Term Care	*10 CH*
Medicare Supplement Insurance	*10 CH*
Variable Contracts	*10 CH*
Group Insurance and Hospitalization	*10 CH*
Ethics	*12 CH*
Understanding Living Trusts	*10 CH*
Business Insurance	*10 CH*
Pension & Profit Sharing	*10 CH*

Life Sales

All About Annuities I	*2 CH*

Mountain West Farm Bureau Mutual Insurance Company

Property and Casualty School I	*15 CH*

Pentera Group, Inc.

Section 403(b) Course	*15 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL
AGENDA

February 13, 1997
Sam Mitchell Building-Room 270
Telephone Conference

Call to order 3:30

Proposed Legislation 3:35

House Bill 58 - Eliminating the Licensing and Permitting of Post Secondary Educational Institutions...

House Bill 401 - Generally Revising the Laws Governing Bail; Exempting Persons who Only Execute Surety Bail Bonds from Insurance Producer Continuing Education Requirements...

Presentation of course renewals and summaries 3:50

Public Comment 4:00

Discussion of Proposed Legislation 4:15

Discussion of course renewals and summaries 4:25

Council direction to staff 4:35

Administrative Details 4:40

Next Meetings

March 13, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

April 17, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn 5:00

February 12, 1997

Insurance Continuing Education Advisory Council

Conference Call Minutes

February 13, 1997

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 p.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present

Mary Arnold, Continuing Education Program
Nita Holman
Pam Pickett

Proposed Legislation

Arnold discussed HB58, copy attached as Exhibit 1. An amendment has been inserted which will allow our office to provide lists to sponsoring organizations.

Arnold discussed HB401which will be heard before the House Judiciary committee on February 11, 1997. This bill was proposed last legislative session but was vetoed by the Governor. This bill is now expected to be signed by the Governor.

Presentation of Course Renewals and Summaries

Arnold went through the course renewals and summaries, copy attached as Exhibit 2. Courses are current through February 7, 1997.

Public Comment

There was none.

Discussion of Course Renewals Summaries

McDade moved to accept course review summaries as presented and recommended course approval to the commissioner. Bolt seconded the motion and it carried unanimously.

Council Direction to Staff

There was none.

Administrative Details

The next CE meetings will be March 13, and April 17, 1997, at 3:30 p.m.

Boon made a motion to adjourn. Bebee seconded the motion and it carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

CIGNA/Connecticut General Life Insurance

Training for the Future - 1997

This course addresses product knowledge of life insurance, ethics and marketing capability. The course is 17 hours of classroom instruction, including 12 hours of insurance continuing education, designed to provide specific information on fee based planning, non-qualified deferred compensation, ethics and leadership, product and tax updates, family and equity split dollar plans, account development strategies, buy-sell plans, brokerage and life insurance. The course is scheduled February 15, 1997. 12 CH

Farm Bureau Life Education Services

Product Introductions

This course addresses product knowledge of life insurance. The course is 5 hours of classroom instruction, including 1 hour of insurance continuing education, designed to provide general information on Farm Bureau whole, term, universal and variable life policies and the NAIC requirements for policy illustration. The course was held May 6, 1996. 1 CH

Retirement Planning

This course addresses product knowledge of health insurance. The course is 5 hours of video teleconference, which includes 2 hours of insurance continuing education, designed to provide specific information on the effect of the Small Business Protection Act on IRAs, SAR-SEP plans, qualified plans and Keoghs, and the Health Insurance Portability and Accountability Act of 1996. The course was held November 22, 1996. 2 CH

Northwestern Mutual Life Insurance Company

Basic Pension Planning Seminar

This course addresses product knowledge of annuities. The course is 6½ hours of classroom instruction designed to provide specific information on qualified plans, participation, disclosure, and minimum coverage requirements, group and individual annuity contracts, life insurance in qualified plans and non-qualified plans. The course is scheduled March 10, 1997. 6.5 CH

Columbus Life Insurance Company

Topics in Estate Planning

This course addresses product knowledge of life insurance. The Pentera course is 67 pages of self-study correspondence designed to provide general information on wills, intestacy, property ownership, estate taxation and valuation, qualified terminable interest property, QTIP, Bypass and qualified domestic trusts, and irrevocable life insurance trusts. This is an on-going offering. 1 CH

Insurance Business Consultants, Inc. on behalf of AAMGA University

Advanced Liability 1997

This course addresses product knowledge of casualty. The course is 12 hours of classroom instruction designed to provide specific information on personal injury, advertising injury, unintended losses, fire damage legal liability, audit and inspection, downsizing liability exposures, international exposures, professional exposures, commercial general liability, coverage for bodily injury and property damage. The course is scheduled April 6, 1997. 12 CH

SunAmerica Life Insurance Company

Charitable Remainder Trust

This course addresses product knowledge of annuities and life insurance. The course is 20 pages of self-study correspondence text designed to provide in-depth information on charitable remainder trusts, key benefits, four types of trusts, charitable gift annuities, variable annuities and unitrust, plan administration and a case study. This is an on-going offering. 4 CH

Montana Farmers Union Insurance Agency, Incorporated

Changes in Montana Insurance Statutes and Administrative Rules

This course was summarized in the course review summaries for the meeting of October 17, 1996. 2 CH

The American Society of CLU & ChFc

1997 Sections Meeting

This course addresses product knowledge of life insurance. The course is 10 hours of classroom instruction designed to provide specific information on paying estate taxes using life insurance, qualified plans, investment strategies using life insurance, life insurance in qualified plans, and split dollar selling strategies. The course is scheduled April 17, 1997. 10 CH

Principal Mutual - Individual

Split Dollar (Revised 1-97)

This course addresses product knowledge of split dollar plans. The course is 2 hours of classroom instruction designed to provide general information on collateral assignment, premium options, death benefit, plan termination - roll-out versus crawl-out, reverse split dollar plans and split dollar plan documents. No offerings are scheduled pending course approval. 2 CH

Deferred Compensation (Revised 1-97)

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on deferred compensation, funding plans with life insurance or annuities, SERP, characteristics of a good candidate and executive bonus plans. No offerings are scheduled pending course approval. 2 CH

Group Carve Out (Revised 1-97)

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on group term life insurance, advantages of group carve-out to employers and employees, plan design, and plan goals. No offerings are scheduled pending course approval.

1 CH

First to Die (Revised 1-97)

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on first-to-die policy features, universal life based policies, when to use first-to-die, policy riders, policy benefits and underwriting. No offerings are scheduled pending course approval.

1 CH

The National Alliance for Insurance Education & Research (formerly the Societies of Certified Insurance Service Representatives and Certified Insurance Counselors)

The following course is part of the National Alliance Certified Insurance Service Representative certification program.

Advanced Lecture Series-97 (AZ) 8 CH

North Central Crop Insurance

1997 Spring MPCI Crop Seminar

This course addresses product knowledge crop insurance. The course is 6½ hours of classroom instruction, including 5½ hours of insurance continuing education, designed to provide information on 1997 revisions to the federal multi-peril crop insurance program, coverages and policies. The course is scheduled February 12, 1997.

5.5 CH

American Society of CLU & ChFC

The following teleconference is part of the American Society CLU and ChFC certification programs.

Generation Skipping Transfers Enhanced by Life Insurance Trusts 2 CH

Hartford Life Insurance Company

Variable Contracts

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction and a videotape presentation. The course is designed to provide basic information on the evolution of variable life insurance, product types, regulation of variable contracts, product trends, and client suitability. No offerings are scheduled pending course approval. 2 CH

Insurance Women of Boise, ID

Ethics Workshop/Idaho Chapter CPCU

This course addresses ethics. The course is 3 hours of classroom instruction designed to address insurance ethics, ethics and the CPCU, ethical decision making and a series of case studies. The course is scheduled March 13, 1997. 3 CH

Summary of New Pension Simplification Rules

This course addresses product knowledge of life and health insurance and annuities. The course is 2 hours of classroom instruction designed to provide general information on health insurance portability, the Small Business Protection Act of 1996, Savings Incentive Match Plans for Employees (SIMPLE-replace SAR-SEPs), and the IRS rules for SIMPLE. The course is scheduled March 14, 1997. 2 CH

Employment Practices Liability

This course addresses product knowledge of liability insurance. The course is 2 hours of classroom instruction designed to provide general information on employment practices liability litigation, risk exposure, actual, general, and punitive damages, loss prevention, damage control, employment practices liability insurance, policy coverages and exclusions, policy evaluation and underwriting. The course is scheduled March 14, 1997. 2 CH

Reflections of Their Dreams, Projections of Your Excellence: Obtaining & Communicating Appropriate Information

This course addresses marketing capability. The course is 2 hours of classroom instruction, including ½ hour of insurance continuing education, designed to provide general information on communication practice and theory, motivation, and general methods for explaining complex insurance contracts. The course is scheduled March 14, 1997. .5 CH

Reliastar Life (Formerly Northwestern National Life-Montana region

Keeping Current

This course addresses product knowledge of life insurance and annuities and marketing capability. The course is 4 hours of classroom instruction designed to provide specific information on SIMPLE versus 401(k) and IRAs, and business insurance for S and C corporations and limited liability companies. The course is scheduled February 18, 1997. 4 CH

Mass Mutual Life Insurance Company

Compliance Seminar

This course addresses ethics. The course is 1½ hours of classroom instruction designed to provide general information on licensure and company appointment requirements, the risk located rule and states in which the rule applies, countersignatures, retaliatory requirements of states, client file documentation, and 1997 Principles of Business Integrity. The course is scheduled April 4, 1997. 1.5 CH

The American College

The following courses are part of the PACE certification program.

Journal Quiz - March 1997 3 CH
Journal Quiz - May 1997 3 CH
Journal Quiz - July 1997 3 CH
Journal Quiz - September 1997 3 CH
Journal Quiz - November 1997 3 CH
Journal Quiz - January 1998 3 CH

Rain and Hail L.L.C.

1997 Crop Year Spring Agent Training

This course addresses product knowledge crop insurance. The course is 5 hours of classroom instruction designed to provide information on 1997 revisions to the federal multi-peril crop insurance program, coverages and policies. The course is scheduled January 28, 1997. 5 CH

Pacific Mutual Life Insurance Company

Dynamics of Variable Life

This course addresses product knowledge of life insurance. The course is 1½ hours of classroom instruction, which includes 1 hour of insurance continuing education, designed to provide general information on variable universal life insurance products and contracts, benefits to clients, risks to clients, client suitability, and prospecting. No offerings are scheduled pending course approval. 1 CH

All American Life Insurance Company

The NAIC Illustration Model Bill & You

This course addresses product knowledge of life insurance and ethics. The course is 1 hour of classroom instruction designed to provide specific information on NAIC life insurance illustration model regulation, illustration standards, basic versus supplemental illustrations requirements and order of format, regulation applies to individual and group whole and term life, and annual report requirement. The course was scheduled January 30, 1997. 1 CH

Allstate Insurance Company

Preparing for Your Future

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on life insurance to property and casualty agents, define life insurance, describe the types of life insurance, and provide general criterion for client life insurance needs. The course is scheduled April 18 ,1997. 1 CH

Aviation Insurance Association

Aviation Insurance Seminar 5-97

This course addresses product knowledge of property and casualty insurance. The course is 8 hours of classroom instruction designed to provide specific information on worker's compensation coverage, insuring home built aircraft, excessive exposure for failure to settle, insurance based employee benefit plans, aviation insurance for financial institutions and out-sourcing claims. The course is scheduled for May 4, 1997. 8 CH

Principal Mutual-Individual

The following Pictorial course was approved for renewal June 11, 1996.

Variable Universal Life Basics 5 CH

The American College

The following course is part of the PACE certification program.

Retirement Planning for Baby Boomers 7 CH

Great West Casualty Company

Cost Sharing Programs Seminar

This course addresses product knowledge of inland marine, property and casualty insurance. The course is 6¼ hours of classroom instruction designed to provide specific information on underwriting and rating of programs, safety factors for the large fleet, billing and recoverable reports, collateral issues, claims handling, other areas of needed coverage, including umbrellas, stop gap, employee benefits and employment practices. The course is scheduled April 14, 1997. 6 CH

SAFECO Life Insurance Company

Current Issues

This course addresses product knowledge of life insurance. The course is 3¼ hours of classroom instruction, including 3 hours of insurance continuing education, designed to provide general information on life insurance, comparing variable life products with term life and deferred annuities, and using variable products to fund retirement. No offerings are scheduled pending course approval. 3 CH

The Merritt Company

Market Conduct

This course addresses ethics. The course is 137 pages of self-study text designed to provide in-depth information on market conduct, non-financial regulation, states' approaches to market conduct examinations, agent responsibility to policyholders and the insurance company,and company responsibility to the insured and agent. This is an on-going offering. 5 CH

Dwelling & Homeowner Insurance

This course addresses product knowledge of property and casualty insurance. The course is 367 pages of self-study text designed to provide in-depth information on dwelling and homeowners policy, declarations, eligibility, definitions, coverages, exclusions, endorsements, rating concepts and coverage limits. This is an on-going offering. 15 CH

The following courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

Pictorial, Inc.

Commercial Auto Coverage	8 CH

International Foundation of Employee Benefit Plans (formerly International Society of Certified Employee Benefit Specialists)

CEBS Course II--Employee Benefits: Design, Administration & Other Welfare Benefits	13 CH
CEBS Course I--Employee Benefits: Concepts & Health Care Benefits	13 CH

Colonial Life & Accident

Flexible Benefits Program	3 CH
A Guide to Employee Benefits	3 CH
Business Insurance Concepts	2.5 CH
Pension Maximization	1.5 CH
Stand-Alone AD&D	1.5 CH

HOUSE BILL NO. 58

INTRODUCED BY EWER

BY REQUEST OF THE DEPARTMENT OF COMMERCE

A BILL FOR AN ACT ENTITLED: "AN ACT ELIMINATING THE LICENSING AND PERMITTING OF POSTSECONDARY EDUCATIONAL INSTITUTIONS BY THE DEPARTMENT OF COMMERCE; AMENDING SECTION 2-6-109, MCA; AND REPEALING SECTIONS 20-30-101, 20-30-102, 20-30-103, 20-30-104, 20-30-105, 20-30-201, 20-30-202, 20-30-203, 20-30-301, 20-30-302, 20-30-303, 20-30-304, 20-30-305, 20-30-306, 20-30-401, 20-30-402, 20-30-403, 20-30-404, AND 20-30-405, MCA."

BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF MONTANA:

Section 1. Section 2-6-109, MCA, is amended to read:

"**2-6-109. Prohibition on distribution or sale of mailing lists -- exceptions -- penalty.** (1) Except as provided in subsections (3) through (8), in order to protect the privacy of those who deal with state and local government:

(a) an agency may not distribute or sell for use as a mailing list any list of persons without first securing the permission of those on the list; and

(b) a list of persons prepared by the agency may not be used as a mailing list except by the agency or another agency without first securing the permission of those on the list.

(2) As used in this section, "agency" means any board, bureau, commission, department, division, authority, or officer of the state or a local government.

(3) Except as provided in 30-9-403, this section does not prevent an individual from compiling a mailing list by examination of original documents or applications that are otherwise open to public inspection.

(4) This section does not apply to the lists of registered electors and the new voter lists provided for in 13-2-115 and 13-38-103, to lists of the names of employees governed by Title 39, chapter 31, or to lists of persons holding driver's licenses provided for under 61-5-126.

(5) This section does not prevent an agency from providing a list to persons ~~providing prelicensing or continuing educational courses subject to Title 20, chapter 30, or specifically exempted from that~~

~~chapter as provided in 20-30-102, or~~ PROVIDING PRELICENSING OR CONTINUING EDUCATION COURSES SUBJECT TO STATE LAW OR subject to Title 33, chapter 17.

(6) This section does not apply to the right of access either by Montana law enforcement agencies or, by purchase or otherwise, of public records dealing with motor vehicle registration.

(7) This section does not apply to a corporate information list developed by the secretary of state containing the name, address, registered agent, officers, and directors of business, nonprofit, religious, professional, and close corporations authorized to do business in this state.

(8) This section does not apply to the use by the public employees' retirement board of a mailing list of board-administered retirement system participants to send materials on behalf of a third party with tax-exempt status under section 501(c)(3) of the Internal Revenue Code, as amended, for a fee determined by rules of the board, provided that the mailing list is not released to the third party.

(9) A person violating the provisions of subsection (1)(b) is guilty of a misdemeanor."

NEW SECTION. **Section 2. Repealer.** Sections 20-30-101, 20-30-102, 20-30-103, 20-30-104, 20-30-105, 20-30-201, 20-30-202, 20-30-203, 20-30-301, 20-30-302, 20-30-303, 20-30-304, 20-30-305, 20-30-306, 20-30-401, 20-30-402, 20-30-403, 20-30-404, and 20-30-405, MCA, are repealed.

-END-

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL
AGENDA

January 23, 1997
Sam Mitchell Building-Room 270
Telephone Conference

Call to order 3:30

Approval of Minutes 3:35

May 16, 1996, June 11, 1996, July 18, 1996, August 22, 1996, September 19, 1996, October 17, 1996, November 18, 1996 and December 12, 1996

Proposed Legislation 3:40

House Bill 58 - Eliminating the Licensing and Permitting of Post Secondary Educational Institutions...

Presentation of course renewals and summaries 3:50

Public Comment 4:00

Discussion of Proposed Legislation 4:15

Discussion of course renewals and summaries 4:25

Council direction to staff 4:35

Administrative Details 4:40

Next Meetings

February 13, 1997 - 3:30, Advisory Council Meeting, Telephone Conference
March 13, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn 5:00

January 20, 1997

Insurance Continuing Education Advisory Council

Conference Call Minutes

January 23, 1997

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 p.m.

Members Present - via phone
Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Staff Present
Mary Arnold, Continuing Education Program
Nita Holman, Recording Secretary
Pam Pickett

Approval of Minutes
Leenknecht made a motion to accept the minutes for May 16, June 11, July 18, August 22, September 19, October 17, November 18, and December 12, 1996. McDade seconded the motion. Motion carried unanimously.

Proposed Legislation
Arnold discussed the changes being made to HB58. Board asked that Arnold draft a letter for each member to sign in support of the new changes.

Presentation of Course Renewals and Summaries
Arnold went through the course renewals and summaries, attached as exhibit 1 & exhibit 2.

Public Comment

There was none.

Discussion of Proposed Legislation
There was none.

Discussion of Course Renewals Summaries
Bebee made a motion to accept all course renewals and summaries. Leenknecht seconded the motion and it carried unanimously.

Council Direction to Staff
Arnold will draft a letter for each member to sign in support of the new changes to HB58.

Administrative Details
The next meetings are scheduled for February 13 and March 13, each at 3:30 p.m.

Bebee made a motion to adjourn the meeting. Seconded by Leenknecht. Motion carried.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

Insurance Business Consultants, Inc.

Fraud's Impact on Insurance	*4 CH*

SAFECO Education Center

Personal Lines Agent School	*20 CH*
Commercial Lines Agent School	*20 CH*
Commercial Insurance Update	*18 CH*

All American Life Insurance Company

Retirement Planning	*2 CH*
Federal Estate & Gift Taxation	*2 CH*

National Farmers Union Property & Casualty Company

Career Agent Seminar	*15 CH*

Clientell, Inc.

Introduction to Variable Annuities - classroom	*2 CH*
Understanding Variable Annuities, Applications and Taxation - self study	*9 CH*
Introduction to Variable Annuities - self study	*10 CH*
Understanding Variable Annuities, Applications and Taxation - classroom	*1.5 CH*
Fixed Annuities - classroom	*2 CH*
Fixed Annuities - self study	*10 CH*
Understanding Qualified Plans and Annuities - classroom	*2 CH*
Skandia Leaders College Charitable Remainder Trust - classroom	*2.5 CH*
Financial Planning with Qualified Plans - classroom	*2.5 CH*
Bridging the Retirement Savings Gap - classroom	*1.5 CH*
Annuity History and Overview - classroom	*1.5 CH*
Skandia Annuity CE Course - self study	*10 CH*
Skandia Leaders College Charitable Remainder Trust - self study	*10 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

General American Life Insurance Company

Advanced Underwriting "Top Gun" School

This course addresses product knowledge of life insurance. The course is 11 hours of classroom instruction, which includes 8 hours of insurance continuing education, designed to provide in-depth information on charitable planning, irrevocable insurance trusts, family limited partnership, nonqualified deferred compensation with insurance, generation skipping transfer tax, business continuation planning, and qualified plans. No offerings are scheduled pending course approval. *8 CH*

KMS Financial Services, Inc.

Revocable Living Trusts

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction, which includes 1½ hours of insurance continuing education, designed to provide basic information on estate planning using a revocable living trust and estate probate. The course was scheduled October 4, 1996. *1.5 CH*

American Express Financial Advisors

Variable Second-to-Die

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction, which includes 1½ hours of insurance continuing education, designed to provide specific information on variable second-to-die life insurance, using whole life , universal and variable universal life policies, features of the American Express product, policy ownership and payment of premiums. No offerings are scheduled pending course approval. *1.5 CH*

Human Technology Partnership

Suitability and Risk Disclosures

This course addresses marketing capability of life insurance. The course is 20 hours of self study correspondence, which includes 1 hour of insurance continuing education, designed to provide specific information on determining the suitability of investments for a customer, including stocks, bonds, customer investment objectives and non-investment needs, including insurance. This is an on-going offering. *1 CH*

IGF Insurance Company

Crop Insurance Update 97

This course addresses product knowledge crop insurance. The course is 7 hours of classroom instruction, including 5½ hours of insurance continuing education, designed to provide information on 1997 revisions to the federal multi-peril crop insurance program, coverages and policies. The course is scheduled February 4, 1997. *5.5 CH*

CPCU Society

The following courses are offered as part of the CPCU certification program.

Regional Issues Panel II	*2 CH*
1997 CGL Changes	*3 CH*
Advanced Risk Financing	*3 CH*
Commercial Crime and Financial Institution Bonds	*3 CH*

United Insurance Educators, Inc.

Medicare and the Retiree

This course addresses product knowledge of health insurance. The course is 183 page of self study correspondence designed to provide specific information on Medicare, costs, funding, claims, coverages, Medigap policies, and contracted plans. This is an on-going offering. *12 CH*

Developing Group Insurance

This course addresses product knowledge of life, health, property and liability insurance. The course is 151 pages of self study correspondence designed to provide specific information on group insurance, social security, group plans and master contracts, characteristics of life insurance groups, ERISA and pension plans, group property and liability insurance. This is an on-going offering. *10 CH*

Allstate Insurance Company

Estate Planning Seminar

This course addresses product knowledge of life insurance. The course is 5 hours of classroom instruction, which includes 4 hours of insurance continuing education, designed to provide general information on probate, wills, trusts and powers of attorney, life insurance in an estate, QTIP trusts, irrevocable life insurance trusts, A/B trusts and charitable deduction. No offerings are scheduled pending course approval. *4 CH*

National Alliance for Insurance Education & Research (formerly the Society for CIC and the Society for CISR)

The following courses are part of the CIC/CISR/CRM certification programs.

Agency Errors & Omissions Prevention Workshop	*6 CH*
Agency Operations	*8 CH*
Insuring Commercial Casualty Exposures	*8 CH*
Insuring Commercial Property	*8 CH*
Insuring Personal Auto Exposures	*8 CH*
Insuring Personal Residential Property	*8 CH*
James K. Ruble Seminar/MEGA-1997	*20 CH*
Risk Analysis	*20 CH*

Principal Mutual - Individual

Experienced Producer Workshop 1997

This course addresses product knowledge of life insurance. The course is 6 hours of classroom instruction designed to provide specific information on executive bonus, group carve out, split dollar plans (premium split, cash value split and death benefit split), variable, adjustable, universal and whole life and which to use when. No offerings are scheduled pending course approval.

6 CH

Clientell, Inc.

The Qualified Plan Pension Primer

This course addresses product knowledge of life insurance. The course is 20 hours of self study correspondence, which includes 15 hours of insurance continuing education, designed to provide specific information on funding IRA's, SEPs and qualified plans with insurance vehicles, qualified plans, and fiduciary guidelines. This is an on-going offering. *15 CH*

Thomas D. Fulton

Consulting Group University, Smith Barney

This course addresses product knowledge of annuities and life insurance. The course is 50 hours of concurrent sessions, which includes 10 hours attended by this individual of insurance continuing education, designed to provide in-depth information on tax deferred annuities, charitable trusts, errors in life insurance investment, using life insurance to protect an estate, and moving from variable to fixed annuities. The course was held November 17, 1996.

10 CH

National AG Underwriters Inc.

1997 Spring MPCI Meeting

This course addresses product knowledge crop insurance. The course is 8 hours of classroom instruction, including 5½ hours of insurance continuing education, designed to provide information on 1997 revisions to the federal multi-peril crop insurance program, coverages and policies. The course is scheduled February 11, 1997. *5.5 CH*

Wood Logan Associates, Inc.

Advanced Concepts in Estate Planning, Variable Annuity and Life Insurance

This course addresses product knowledge of variable annuities and life insurance. The course is 6½ hours of classroom instruction designed to provide in-depth information on comprehensive estate planning, CRTs, CRATs, CRUTs, NIMCRUTs (Net Income with Makeup provision Trust), SIMPLE (Savings Incentive Match Plans for Employees - replace SARSEP 1/1/97), 403(b) plans and new IRS qualified retirement funding options. The course is scheduled January 21, 1997. *6.5 CH*

American Society of CLU & ChFC

The following course is part of the American Society of CLU & ChFC certification program.

GRITs and GRATs *2 CH*
`97 Estate & Business Planning Symposium *8 CH*

SunAmerica Life Insurance Company

Introduction to Fixed Annuities

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction, which includes 1½ hours of insurance continuing education, designed to provide general information on fixed annuity characteristics, annuitization, withdrawals, 1035 exchanges, split annuities and qualifying an annuity buyer. No offerings are scheduled pending course approval. *1.5 CH*

The American College

The following course is part of the American College CLU certification program.

Estate Planning for Small Business Owners *4 CH*

Human Technology Partnership

Ethics for the Insurance Professional *5 CH*

This course was summarized for the course review summaries of November 17, 1994.

Dale Pugh

Estate Planning and Charitable Giving *2 CH*

This course was summarized in the Course Review Summaries - Addendum 1 of the meeting of December 12, 1996.

NAPSLO (National Association of Professional Surplus Lines Offices)

1997 NAPSLO Mid-Year Educational Workshop

This course addresses product knowledge of management and product knowledge of property and casualty insurance. The course is 2½ hours of classroom instruction designed to provide general information on NAIC proposed legislation and the role of surplus lines insurance in the commercial lines field. The course is schedule February 22, 1997. *2.5 CH*

The Life Underwriter Training Council

The following course is part of the Life Underwriter Training Council LUTC certification program.

AALU 1997 Annual Meeting *10 CH*

Wood Logan Associates, Inc.

Modern Portfolio Theory in Variable Annuity's Life Product

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide basic information on annuities, asset diversification, life insurance and variable annuities in modern portfolio theory. The course is scheduled January 16, 1997. *2 CH*

NFC Consulting Groups

Equity Indexed Annuities

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on equity indexed annuities versus fixed annuities, advantages and disadvantages of indexing, and financial considerations. No offerings are scheduled pending course approval. *2 CH*

First Colony Life Insurance Company

When Dollars Make Sense

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on financial underwriting, the planning process, the underwriting process, adverse mortality, reinsurance and the reinsurance process. The course is scheduled January 28, 1997. *2 CH*

Professional Insurance Agents of Montana, Inc.

The following course is part of the Professional Insurance Agents Association certified professional insurance agent program.

CPIA Module II *3 CH*

The Merritt Company

Individual Health Insurance

This course addresses product knowledge of health insurance. The course is 163 pages of self study text designed to provide specific information on disability income, concepts, forms of individual insurance, medical expense plans, basic and major medical expense plans and miscellaneous health insurance benefits. This is an on-going offering. *10 CH*

Employee Benefit Planning

This course addresses product knowledge of life and health insurance. The course is 189 pages of self study text designed to provide general information on basic employee benefits, hospitalization, dependent care, key executive plans, qualified pension plans, deferred compensation, SEP, and 401(k) plans. This is an on-going offering. *10 CH*

Aetna Retirement Services, Inc.

Cross Tested Plans for Small Employers and Regulatory Pension Update

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on 401, 457, 403(b) and 408 qualified retirement plans and the use of variable annuities in these plans. The course was scheduled October 4, 1996. *2 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL
AGENDA

December 12, 1996
Sam Mitchell Building-Room 270
Telephone Conference

Call to order	3:30
Presentation of course renewals and summaries	3:50
Public Comment	4:00
Discussion of course renewals and summaries	4:15
Council direction to staff	4:25
Administrative Details	4:30

Next Meetings

January 23, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

February 13, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn 4:30

Insurance Continuing Education Advisory Council

Conference Call Minutes

December 12, 1996

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 p.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Julie McDade, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member

Staff Present

Mary Arnold, Continuing Education Program
Michelle Huftel

A list of others present is attached as Exhibit 1.

Presentation of Course Renewals and Summaries

Arnold presented the course renewals and summaries.

Public Comment

There was none.

Discussion of Course Renewals Summaries

McDade moved to have the courses approved and given to the commissioner for approval. Boon seconded the motion. It carried unanimously.

Council Direction to Staff

There was none.

Administrative Details

The renewal packets for 1996 continuing education have been sent out. Material is being sent in to the office.

The next meeting dates are January 23, 1997 at 3:30 and February 13, 1997 at 3:30. These are to be teleconferences.

Bebee made a motion to close. Boon seconded the motion and it was carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

Alexander & Alexander Inc.

Commercial Property Coverages	*5 CH*
General Liability, Umbrella & Excess Liability	*6 CH*

Dearborn Financial Publishing Inc.

Introduction to Life Underwriting, 10th Edition	*10 CH*
Basic I Fraternal, 10th Edition	*10 CH*
Intermediate II Fraternal, 5th Edition	*10 CH*

Pictorial, Inc.

Key Employee	*6 CH*
Medical Tests and Signs	*10 CH*
Interpreting Medical Reports	*15 CH*
Introduction to Advanced Markets	*15 CH*
Medicare and Medigap Insurance	*8 CH*

Pictorial, Inc. (continued)

Workers Compensation Coverage	*12 CH*
Disability Income Concepts	*5 CH*
A Legal Review of Products Liability	*8 CH*
Residential Construction Basics	*15 CH*
Retrospective Rating	*10 CH*
Time Element Coverage	*10 CH*

Lutheran Brotherhood

Career II School	*10 CH*
Career III School - Business, Retirement and Pension Planning	*10 CH*
Career III School - Charitable and Estate Planning	*10 CH*

John Hancock Mutual Life Insurance Company

Leading Edge Estate Business and Executive Compensation Planning Techniques	*2.5 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Foremost Insurance Company

Mobile Home Insurance

This course addresses product knowledge of property insurance. The course is 8 hours of classroom instruction, which includes 3 hours of insurance continuing education, designed to provide general information on insuring motor homes and travel trailers and specific information on the Foremost Mobile Home Policy. No offerings are scheduled pending course approval. *3 CH*

Northern Life Insurance Company

403(b) IRS Compliance

This course addresses marketing capability. The course is 17 hours of classroom instruction, which includes 8 hours of insurance continuing education, designed to provide specific information on 403(b) plan distributions, restrictions, custodial accounts, participation, vesting, fiduciary duties, contribution limitations and employer audits. The course is scheduled January 4, 1997.

8 CH

Producers Financial Group

Variable Marketplace

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide general information on variable universal life insurance, variable annuities and variable second-to-die policies, the advantages of variable products, risk tolerance and asset allocation for client needs. The course is scheduled December 12, 1996. *2 CH*

SAFECO Education Center

Personal Umbrella Insurance

This course addresses product knowledge of casualty insurance. The course is 5 hours of computer-based self study designed to provide specific information on landowner liability exposures, civil versus criminal wrong, intentional versus negligent acts, coverages, exposures endorsements, and underwriting on typical personal umbrella policies. This is an on-going offering. *5 CH*

Coverage for Personal Autos

This course addresses product knowledge of property and casualty insurance. The course is 12 hours of self study correspondence designed to provide specific information on components of an insurance policy, exposures, coverages, personal injury protection, uninsured motorist, comprehensive and collision coverages, policy conditions, definitions and classifying and rating. This is an on-going offering. *12 CH*

Great West Casualty Company

Underwriting 4 Profit

This course addresses marketing capability. The course is 7½ hours of classroom instruction, which includes 6 hours of insurance continuing education, designed to provide specific information on property and casualty underwriting, calendar and accident year loss data, identification of preferred risks and Great West Casualty Company new products. The course was scheduled November 14, 1996. *6 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Nancy Nicholson

Distributions from IRA's and Qualified Plans - National Endowment for Financial Education, College for Financial Planning

This course addresses product knowledge of life insurance. The course is 3 hours of audiotape instruction, which includes 2 hours of insurance continuing education, designed to provide specific information on distribution planning, excise and estate taxes, retirement plan benefits, spousal rollover and life expectancy recalculation. *2 CH*

The Life Underwriter Training Council

International Forum 1997 Annual Meeting

This course addresses product knowledge of life insurance and annuities and ethics. The course is 30 hours of classroom instruction, which includes 10 hours of insurance continuing education, designed to provide in-depth information on charitable remainder plans, rebating, long term health insurance, estate planning, capital transfers using universal life insurance and retirement plan distribution. The course is scheduled January 19, 1997. *8 CH*

The American College

Retirement Planning for Pre-Retirees

This course addresses product knowledge of life and health insurance. The course is 4 hours of video-teleconference designed to provide general information on Social Security, using models and illustrations to help clients make plan decisions, qualified plans, and retirement investments. The course is scheduled January 11, 1997. *4 CH*

Retirement Planning for the Older Client

This course addresses product knowledge of life and health insurance. The course is 4 hours of video-teleconference designed to provide general information on Social Security, long term care, types of life insurance policies and applicability of these policies, and reverse annuity mortgages. The course is scheduled January 8, 1997. *4 CH*

Contractors Bonding and Insurance Company

Introduction to Contract Bonds

This course addresses product knowledge of surety. The course is 3 hours of classroom instruction designed to provide specific information on bond owners, public and private; construction bonds, performance bonds, and legal decisions regarding failures to perform. The course was scheduled December 5, 1996. *3 CH*

Noble Continuing Education

Automobile Insurance Rating

This course addresses product knowledge of property and casualty insurance. The course is 68 pages of self-study text designed to provide basic information on personal auto coverages, rating factors, manual ratemaking, and rate regulation. This is an on-going offering. *5 CH*

Life & Health Insurance Principles

This course addresses product knowledge of life and health insurance. The course is 68 pages of self-study text designed to provide general information on types of life insurance, endowment policies, rated risk insurance, group and individual health insurance, riders, and types of health contracts. This is an on-going offering. *5 CH*

The American College

The following classroom courses are part of the American College CLU and ChFC certification programs.

CE 215 Executive Benefit Planning *3 CH*
CE 216 Health Insurance Planning for the Older Client *3 CH*

Robert E. Lee of Washington

Estate Planning Analysis

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide specific information on using life insurance to discount estate taxes and comparing life insurance to other investment strategies. No offerings are scheduled pending course approval. *3 CH*

Charitable Remainder Trust Analysis

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on irrevocable life insurance trust, charitable remainder trust, wealth replacement trust and the impact of these trusts on an estate. No offerings are scheduled pending course approval. *2 CH*

Overfunded IRA Analysis

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on taxation of qualified accounts, taxation reduction and using IRA distributions to pay for life insurance to replace funds used for estate taxes. No offerings are scheduled pending course approval. *2 CH*

Selene M Siddoway

Estate Planning and Charitable Giving Seminar -- McLaughlin Research Institute

This course addresses product knowledge of life insurance and annuities. The course is 4 hours of classroom instruction, which includes 2 hours of insurance continuing education, designed to provide specific information on life income gifts, charitable remainder uni-trusts and annuity trusts, gifts of personal property and other gift vehicles. *2 CH*

CPCU Society

The following course is part of the CPCU Society Chartered Property and Casualty Underwriter certification program. The teleconference is scheduled February 4, 1997.

Insurance Through the Internet *3 CH*

Associated Aviation Underwriters

Aviation Products Liability Insurance

This course addresses product knowledge of casualty insurance. The course is 2 hours of classroom instruction designed to provide specific information on aviation risks, products liability, recovery under products liability law and insuring horizontal aviation products liability. No offerings are scheduled pending course approval. *2 CH*

Dearborn Financial Publishing Inc.

The following courses are part of the Fraternal Benefit Society fraternal insurance counselor (FIC) and fraternal insurance counselor fellow (FICF) certification programs.

Advanced III Fraternal, 6th Edition *15 CH*
Survey of Advanced Sales, 6th Edition *15 CH*

Mass Mutual Life Insurance Company

Client Builder School

This course addresses product knowledge of life and disability insurance and annuities. The course is 5½ hours of classroom instruction, including 2½ hours of insurance continuing education, designed to provide basic information on client cultivation and prospecting, Mass Mutual Life Insurance, Inc. life, disability income and annuity products, life insurance need, term life insurance, definition of an annuity, annuitization, payout, disability, group and government disability plans. The course is scheduled February 24, 1997.

2.5 CH

Crop Growers Insurance, Inc.

1997 Spring Crop Insurance Update

This course addresses product knowledge crop insurance. The course is 8 hours of classroom instruction, including 5½ hours of insurance continuing education, designed to provide information on 1997 revisions to the federal multi-peril crop insurance program, coverages and policies. The course is scheduled January 28, 1997. *5.5 CH*

Staeheli Seminars, Inc.

Fast Track 97 - Estate Planning, Ethics, Guardianships

This course addresses product knowledge of life insurance, guardianship and ethics. The course is 15 hours of classroom instruction, including 8 hours of insurance continuing education, designed to provide general information on estate plans and planning, life insurance trusts, insurance ethics, and definition and role of guardians. The course is scheduled January 2, 1997.

8 CH

Sun Life of Canada

Pacesetters '97

This course addresses product knowledge of life insurance and annuities. The course is 15½ hours of classroom instruction, including 7 hours of insurance continuing education, designed to provide specific information on non-qualified executive benefits, estate and minimum benefit distribution planning, charitable remainder trusts, estate planning techniques, and planning for the small business owner. The course is scheduled January 22, 1997.

7 CH

Planning Corporation of America

Estate and Business Planning

This course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction designed to provide in-depth information on personal and business estate plans using the Kugler system to reduce or defer taxation by creation Q-TIP and generation skipping trusts. The course is scheduled January 31, 1997.

4 CH

Transamerica Occidental Life Insurance Company

Life and Annuity Seminar

This course addresses product knowledge life insurance and annuities. The course is 1 hour of classroom instruction designed to provide general information on equity indexing of life insurance and annuity returns. No offerings are scheduled pending course approval. *1 CH*

DADCO

DADCO Annual Meeting

This course addresses marketing capability and management. The course is 8 hours of classroom instruction, including 3 hours of insurance continuing education, designed to provide specific information on consulting, revisions to the Health Insurance and Welfare Reform Act, and a 1997 economic outlook. The course was scheduled November 16, 1996. *3 CH*

Mass Mutual Life Insurance Company

Federal Estate & Gift Taxation Unit

This course addresses ethics and product knowledge of life and disability insurance. The course is 15½ hours of classroom instruction, including 13½ hours of insurance continuing education, designed to provide general information on ethical responsibilities, principles and issues, group term life and disability insurance. The course is scheduled January 8, 1997. *13.5 CH*

Ethics Unit

This course addresses ethics. The course is 7 hours of classroom instruction designed to provide specific information on ethical principles and practices, ethical conduct, unethical conduct, fiduciary relationships and ethical responsibilities to the insurer, policyholder and public. The course is scheduled January 7, 1997. *7 CH*

Business Continuation Unit

This course addresses product knowledge of life insurance. The course is 13½ hours of classroom instruction designed to provide specific information on cross purchase, funding a buy-sell agreement, business valuation, business continuation plans, and split dollar plans. The course is scheduled January 9, 1997.

13.5 CH

Estate Planning Unit

This course addresses product knowledge of life insurance. The course is 18 hours of classroom instruction designed to provide specific information on estate planning, irrevocable life insurance trusts, and charitable lead and remainder trusts. The course is scheduled January 10, 1997. *18 CH*

Allstate Insurance Company - Colorado

Life Product and Service - 2

This course addresses product knowledge of life insurance. The course is 2½ hours of classroom instruction, including 2 hours of insurance continuing education designed to provide general information on field underwriting, binding life insurance coverage and using the ALSTAR computer system to track application status. No offerings are scheduled pending course approval. *2 CH*

M Financial Group

1997 M Financial MPRO Meeting

This course addresses product knowledge of life insurance and ethics. The course is 6½ hours of classroom instruction, with 3 concurrent 1 hour sessions and 3 general sessions, designed to provide specific information on variable insurance products, pre- and post- sale due care, market conduct, taxation of split dollar policies, and corporate owned life insurance. The course is scheduled January 28, 1997. *6.5 CH*

North American Crop Underwriters, Inc.

1997 MPCI Update

This course addresses product knowledge crop insurance. The course is 7 hours of classroom instruction, including 5½ hours of insurance continuing education, designed to provide information on 1997 revisions to the federal multi-peril crop insurance program, coverages and policies. The course is scheduled January 14, 1997. *5.5 CH*

Center for Video Education, Inc.

CGL: Issues and Perspectives Self Study

This course addresses product knowledge of casualty insurance. The course is 7 hours of self study videotape instruction designed to provide general information on recent court rulings affection commercial general liability insurance, risk management, occurrence insurance and claims-made insurance. No offerings are scheduled pending course approval. *7 CH*

CGL: Issues and Perspectives

This course addresses product knowledge of casualty insurance. The course is 7 hours of classroom instruction designed to provide general information on recent court rulings affection commercial general liability insurance, risk management, occurrence insurance and claims-made insurance. The course is scheduled March 18, 1997. *7 CH*

The American Society of CLU & ChFC

VTC - Simple Concepts to Complex Problems IV

This course addresses product knowledge of life insurance. The course is 3 hours of video teleconference designed to provide specific information on estate planning, life insurance arbitrage, straight life, family corporation buy-sell, annuities in qualified plans, and generation skipping life insurance trusts. The course is scheduled February 19, 1997. *3 CH*

Dyer & Borquist

Estate Planning and Insurance: What You Need to Know to Help Your Clients Make Good Decisions

This course addresses product knowledge of life insurance. The course is 10 hours of classroom instruction designed to provide specific information on estate planning, life insurance trusts, credit shelter trusts, using life insurance to leverage generation skipping tax, charitable remainder trusts and business succession planning. The course is scheduled December 10, 1997. *10 CH*

Noble Continuing Education

Estate Planning I

This course addresses product knowledge of life insurance. The course is 65 pages of self-study correspondence designed to provide basic information on estate planning, information needed to plan an estate, asset identification, and life insurance in estate plans. This is an on-going offering. *3 CH*

Montana Insurance Education Foundation

Commercial Lines Changes

This course addresses product knowledge of property and casualty insurance. the course is 4 hours of classroom instruction designed to provide specific information on common commercial property coverages, definitions extensions and endorsements, commercial general liability policies and business auto coverages. The course is scheduled December 10, 1997. *4 CH*

Building Bridges and Breaking Down Barriers

This course addresses marketing capability and management. The course is 3 hours of classroom instruction, including 1½ hours of insurance continuing education, designed to provide general information on increasing agency effectiveness. The course was scheduled July 26, 1996. *1.5 CH*

TMG Life Insurance Company

Mutual Success 1997

This course addresses product knowledge of life insurance. The course is 19 hours of classroom instruction, including 6 hours of insurance continuing education, designed to provide specific information on irrevocable life insurance trusts using split dollar or funded with a survivorship policy, and life insurance in non-qualified deferred compensation plans. The course is scheduled January 27, 1997. *6 CH*

The Life Underwriter Training Council

Charting an Ethical Course II

This course addresses ethics. The course is 9 hours of self-study correspondence designed to provide general information on marketplace practices, insurance regulation, insider information, avoiding legal headaches and professional codes. This is an on-going offering. *9 CH*

The American Society of CLU & ChFC

1997 Contemporary Planning Seminars

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide specific information on QTIP trusts, irrevocable life insurance trusts (ILIT), FLP, charitable remainder uni-trusts (CRUT), GRIT and liquidity. The course is scheduled February 21, 1997. *3 CH*

The following courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

Pentera Group, Inc.

Long-Term Care Manual	*10 CH*
Business Insurance Perspectives	*17 CH*
A Total Needs Approach to Insurance Planning	*10 CH*
Retirement Planning Principles	*10 CH*
A Single Needs Approach to Insurance Planning	*7 CH*
Advanced Markets Manual & Orientation	*12 CH*
Annuities Training Course	*9 CH*
Disability Income Training Course	*10 CH*
Medicare & Medicare Supplement Training Course	*5 CH*
Target Ethics	*10 CH*
Life Underwriting Foundations	*5 CH*

The American Surety Association

Specialty Surety School	*14 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL
AGENDA

November 18, 1996
Sam Mitchell Building-Room 270
Telephone Conference

Call to order	3:30
Presentation of course renewals and summaries	3:50
Public Comment	4:00
Discussion of course renewals and summaries	4:15
Council direction to staff	4:25
Administrative Details	4:30

Next Meetings

December 12, 1996 - 3:30, Advisory Council Meeting, Telephone Conference

January 23, 1997 - 3:30, Advisory Council Meeting, Telephone Conference

Travel Voucher

Will those members who received these forms please sign and return them in the enclose, stamped envelope.

Adjourn	4:30

November 15, 1996

Insurance Continuing Education Advisory Council

Conference Call Minutes

November 18, 1996

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 p.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Tony Leenknecht, Montana Association of Life Underwriters Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Julia McDade, Public Member

Staff Present

Mary Arnold, Continuing Education Program
Jeannie Davies, Recording Secretary
Karen Beddow, Licensing Technician
Michelle Huftel, Administrative Support

A list of others present is attached as Exhibit 1.

Presentation of Course Summaries

Arnold presented the course summaries.

The council discussed the lack of credit hours assignments on some of the course review summaries. Arnold was not in her office when preparing this information; therefore, she did not have access to pertinent information.

The council also discussed the Human Technology Partnership course submission. Arnold explained most of the course was an organizational meeting with a small portion of continuing education.

Public Comment

No public members present.

Discussion of Course Summaries

Leenknecht moved to accept the course summaries. McDade seconded the motion. Motion passed.

Council Direction to Staff

None.

Administrative Details - Next Meeting

The next meeting will be a teleconference on December 12, 1996, at 3:30 p.m. in the State Auditor's Office. The following teleconference will be held on January 23, 1997, at 3:30 p.m.

Boon moved to adjourn the meeting. Leenknecht seconded the motion. Motion passed. The meeting was adjourned at 3:50 p.m.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

United Insurance Educators, Inc.

Insurance Principles	*5 CH*
Long Term care	*8 CH*
P&C Principles	*8 CH*

Insurance Business Consultants, Inc. On behalf of AAMGA University

Garage Risks Seminar	*10 CH*
Duty to Defend	*4 CH*
Understanding the Wholesale Insurance Market	*4 CH*
E & O from a Wholesale Insurance Agency	*4 CH*

SAFECO Education Center

Commercial General Liability	*10 CH*
Commercial Inland Marine	*12 CH*

Commercial Property Basics	*9 CH*
Commercial Property: Related Forms	*11 CH*
Crime & Employee Dishonesty	*10 CH*
Dwelling Fire	*5 CH*
Contract Bonds	*5 CH*
Group Insurance Basics	*4 CH*
Homeowners Insurance	*10 CH*

Fidelity Investments Institutional Services Company

Retirement Planning	*10 CH*
Advanced Applications of Life Insurance	*10 CH*
Corporate Qualified Plans	*1 CH*

Wood Logan Associates, Inc.

Basic Annuity Concepts	*.5 CH*
Annuity Features and Benefits	*.5 CH*
Controlling Documents	*.5 CH*
Contractual Designations	*.5 CH*
Retirement Planning	*1 CH*
Positioning Annuities	*.5 CH*
Risk Management	*.5 CH*

Chubb Life America

Buy Sell Planning Module	*1 CH*
Charitable Giving Module	*1 CH*
Estate Planning Module	*.5 CH*
Revenue Reconciliation Act of 1993 Module	*.5 CH*
Variable Universal Life Module	*1 CH*
Deferred Compensation Module	*1 CH*
Split Dollar Module	*.5 CH*
Executive Bonus Module	*.5 CH*

Montana Tech of the University of Montana

Business 211 - Investments	*30 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

The Life Underwriter Training Council

The following course is part of the Life Underwriter Training Council LUTC certification program.

Charting an Ethical Course *9 CH*

Noble Continuing Education

Comprehensive Guide to Health Insurance

This course addresses product knowledge of health insurance. The course is 98 pages of self-study correspondence text designed to provide general information on long term care, Medicare, taxation of health insurance, types of health and disability insurance, group health coverage and programs for federal employees. This is an on-going offering. *5.5 CH*

Montana Insurance Education Foundation

Commercial Lines Update

This course addresses product knowledge of commercial lines policies. The course is 4 hours of classroom instruction, which includes 3.5 hours of insurance continuing education, designed to provide specific information on boiler & machinery, crime, fire and allied lines, general liability, inland marine and multiple line insurance policies, uses and policy changes. The course is scheduled November 6, 1996. *3.5 CH*

Personal Lines Update Seminar

This course addresses product knowledge of personal lines policies. The course is 4 hours of classroom instruction designed to provide specific information on homeowner & personal automobile exposures, liability, coverages and eligibility. The course was scheduled November 5, 1996. *4 CH*

Advanced E & O - Agency Management Seminar

This course addresses management. The course is 3 hours of classroom instruction designed to provide specific information on controlling errors and omissions losses in an insurance agency by evaluating and revising agency operations. The course was scheduled November 11, 1996. *3 CH*

Employment Practices Liability

This course addresses product knowledge of casualty insurance. The course is 5 hours of classroom instruction designed to provide specific information on commercial liability for employment practices and discrimination, risk reduction, claims environment and the legal environment regarding such claims. No offerings are scheduled pending course approval. *5 CH*

Best Practices: Quality Customer Service

This course addresses management. The course is 3 hours of classroom instruction designed to provide general information on agency operations. No offerings are scheduled pending course approval. *3 CH*

AgriPlan/BizPlan

Medical Reimbursement Plans for the Self-Employed

This course addresses product knowledge of health and disability insurance. The course is 2 hours of classroom instruction designed to provide specific information on benefits and impacts of a medical reimbursement plan using section 105 of the Internal Revenue Service Code.No offerings are scheduled pending course approval. *2 CH*

Security Title of Billings, Inc.

Title and Closing Issues with Manufactured Homes and Easements

This course addresses title insurance. The course is 2 hours of classroom instruction designed to provide in-depth information on property easements and the right to property access granted by easements, and transferring title on manufactured homes and land on which they sit. The course is scheduled December 6, 1996. *2 CH*

NAPSLO (National Association of Professional Surplus Lines Offices

Advances Excess & Surplus Lines School

This course addresses product knowledge of surplus lines insurance. The course is 20½ hours of classroom instruction, which includes 15 hours of insurance continuing education, designed to provide in-depth ins\formation on reinsurance, errors and omissions, and financing and brokering surplus lines coverage. The course is scheduled December 4, 1996. *15 CH*

PaineWebber

Principles of Life Insurance

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide basic information on the principles of life insurance, types of life insurance and taxation of life insurance benefits. The course is scheduled December 4, 1996. *2 CH*

Advanced Life Insurance

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on life insurance product design, underwriting,and product suitability and uses. The course is scheduled December 5, 1996. *2 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Securities Education Institute Inc.

Mutual Funds for Insurance Professionals

This course addresses marketing capability and ethics. The course is 4 hours of self-study correspondence text and computer-based training designed to provide specific information on investments, diversification, mutual funds, risks and the relationship of an investment portfolio to insurance products. No offerings are scheduled pending course approval. *4 CH*

Fixed and Variable Annuities

This course addresses product knowledge of fixed and variable annuities and ethics. The course is 4 hours of self-study correspondence text and computer-based training designed to provide specific information on general and separate accounts, characteristics of fixed and variable annuities, risks, regulation and taxation of annuities. No offerings are scheduled pending course approval. *4 CH*

Fixed and Variable Life Insurance

This course addresses product knowledge of life insurance. The course is 4 hours of self-study correspondence text and computer-based training designed to provide specific information on life insurance, general and separate accounts, term, whole, flexible, and adjustable life insurance products, life insurance policies classified as securities, and federal taxation. No offerings are scheduled pending course approval. *4 CH*

Allmerica Financial

Variable Contracts

This course addresses product knowledge of life insurance and annuities. This Dearborn course is 11 hours of self-study correspondence designed to provide in-depth information on variable contracts, general and separate accounts, variable universal life, variable life and variable annuities. This is an on-going offering.

Estate Planning

This Dearborn R & R Newkirk course was summarized as part of the Aid Association for Lutherans submissions May 25, 1994.

Advanced Applications of Life Insurance

This course addresses product knowledge of life insurance. This Dearborn course is 10 hours of self-study correspondence designed to provide general information on business continuation, executive compensation, retirement, investment and estate plans. This is an on-going offering.

Variable/Universal Life Insurance

This course addresses product knowledge of life insurance and annuities. This course is 1 hour of classroom instruction designed to provide basic information on variable contracts, general and separate accounts, variable universal life, variable life and variable annuities. No offerings are scheduled pending course approval. *1 CH*

Variable Annuities

This course addresses product knowledge of annuities. This course is 1 hour of classroom instruction designed to provide basic information on variable contracts, general and separate accounts, and variable annuities. No offerings are scheduled pending course approval. *1 CH*

United Insurance Educators, Inc.

Insuring a Nation

This course addresses product knowledge of health insurance. The course is 12 hours of self-study correspondence designed to provide specific information on national health care proposals, managed care, small business health care reform, model group insurance laws, and future costs. This is an on-going offering. (This course submission replaces *Universal Health Care*.)

10 CH

Disability Insurance

This course addresses product knowledge of disability insurance. The course is 12 hours of self-study correspondence designed to provide general information on disability insurance, types of coverage, common provisions and riders, underwriting, Social Security Disability benefits, rating systems and agent ethics. This is an on-going offering. *10 CH*

Money Growth

This course addresses product knowledge of life insurance and annuities. The course is 15 hours of self-study correspondence, which includes 7 hours of insurance continuing education, designed to provide general information on life insurance, single premium whole life annuities, Keogh plans, IRAs, Simplified Employee Pension plans (SEPs), securities, mutual funds, load and no-load funds, distribution and exchange privileges. This is an on-going offering. *7 CH*

Preparing for Retirement

This course addresses product knowledge of health insurance. The course is 12 hours of self-study correspondence designed to provide general information on Medicare, hospital, home health care, skilled nursing home care, spousal impoverishment, Medicare-part B, HMOs, medigap policies, life insurance and annuities. This is an on-going offering. *12 CH*

North Dakota State University

Fourth Annual Crop Insurance Conference: Managing Total Farm Risk

This course addresses product knowledge of casualty insurance. The course is 6½ hours of classroom instruction, which includes 6 hours of insurance continuing education, designed to provide specific information about federal crop insurance, managing crop insurance risks, and crop insurance products. The course is scheduled January 20, 1997. *6 CH*

Nancy Nicholson

Investment Planning - College for Financial Planning

This is an individual course submission. This course addresses product knowledge of annuities. The course was offered in an audiotape, self-study format. The course was completed in August 1996. *2.5 CH*

Natalie Carlson

Insurance Law: Third Party Coverage in Montana - National Business Institute, Inc.

This is an individual course submission. This course addresses product knowledge of insurance law and ethics. The course was offered in a classroom format. The course was completed in August 1996. *6 CH*

Principal Mutual - Individual

Piecing Together the Ethical Puzzle

This Life Underwriter Training Council courses was summarized as part of the Course Review Summaries for the Advisory Council meeting August 22, 1994.

The American Society of CLU & ChFC

1997 Advanced Planners Institute

This course addresses product knowledge of life insurance and annuities. The course is 35 hours of classroom instruction, which includes 25 hours of insurance continuing education designed to provide specific information on wealth accumulation with annuities, funding retirement, split dollar plans, family business transfer, valuation discounts, buy-sell plans, and estate planning practices. The course is scheduled January 19, 1997. *20 CH*

Mt West Farm Bureau Mutual Insurance Company

Montana Professional Staff Development

This course addresses product knowledge of property and casualty insurance. The course is 14 hours of classroom instruction, which includes 5 hours of insurance continuing education, designed to provide general information on the computer generation of automobile insurance applications and windshield claims, auto and homeowners insurance underwriting and optional coverages, and the Montana Farm Bureau Federation. The course was scheduled October 28, 1996. *5 CH*

Montana Professional Staff Development - Advanced

This course addresses product knowledge of property and casualty insurance. The course is 14 hours of classroom instruction, which includes 5 hours of insurance continuing education, designed to provide general information on the computer generation of automobile insurance applications and windshield claims, auto and homeowners insurance underwriting and optional coverages, and the Montana Farm Bureau Federation. The course was scheduled October 30, 1996. *5 CH*

Noble Continuing Education

Guide to Interest-Sensitive Life Products

This course addresses product knowledge of life insurance. The course is 80 pages of self-study correspondence text designed to provide specific information on life insurance investment, whole life, variable life and universal variable life insurance, and profit and loss expectations. This is an on-going offering. *6.5 CH*

SunAmerica Marketing, Inc.

Charitable Remainder Trust

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide general information on charitable remainder trusts, donor motivations, four types of trusts using variable annuities and plan administration. No offerings are scheduled pending course approval. *2 CH*

Human Technology Partnership

Pension Specialist Advanced

This course addresses product knowledge of life insurance. The course is 13½ hours of classroom instruction, which includes ½ hour of insurance continuing education, designed to provide specific information on the role of a Human Technology Partnership regional coordinator, mutual funds, and life insurance as a funding vehicle for pension products. The course was scheduled September 19, 1996. *.5 CH*

Business and Estate Fall Cluster

This course addresses product knowledge of life insurance. The course is 17 hours of classroom instruction, which includes 14½ hours of insurance continuing education, designed to provide specific information on uses of life insurance in estate, executive benefits, employee benefits, and business continuation plans, trusts, and charitable gifts. The course was scheduled September 26, 1996. *14.5 CH*

American Society of CLU & ChFC

Annuities: Design and Tax Advantage...

This course addresses product knowledge of annuities. The course is 2 hours of video teleconference designed to provide in-depth information on advantages and disadvantages of deferred, single premium deferred, life contingency, split and combination annuities. The course is scheduled January 30, 1997. *2 CH*

Time Insurance/Fortis Sales

Focus on Variable Annuities

This course addresses product knowledge of annuities. The course is 3 hours of classroom instruction designed to provide specific information on advantages and disadvantages of deferred, single premium deferred, life contingency, split and combination, bonus and two-tiered annuities. No offerings are scheduled pending course approval. *3 CH*

Bureau of Business and Economic Research

Montana Economic Outlook Seminar

This course addresses product knowledge health insurance. The course is 4 hours of classroom instruction, which include 2 hours of insurance continuing education, designed to provide basic information on the economic environment in Montana's health care industry. The course is scheduled January 28, 1997. *2 CH*

Jackson National Life Distributors, Inc.

Understanding Equity Index Annuities

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide in-depth information on types of annuities, interest index annuities and the external indices used in their design. No offerings are scheduled pending course approval. *2 CH*

Redland Insurance Company/American Agrisurance

1997 Spring Crop Insurance Update

This course addresses product knowledge of casualty insurance. The course is 5½ hours of classroom instruction designed to provide specific information on 1997 spring multi peril crop insurance program provisions. The course is scheduled February 10, 1997. *5.5 CH*

American Society of CLU & ChFC

Uses of Annuities in the Estate Planning Process

This course addresses product knowledge of annuities. The course is 2 hours of video teleconference designed to provide specific information on using annuities in estate planning with non-qualified dollars. The course is scheduled February 27, 1997. *2 CH*

Insurance Business Consultants, Inc. On behalf of AAMGA University

Changing Insurance Regulations and Their Effect on the Wholesale Agency

This course addresses management. The course is 4 hours of classroom instruction designed to provide specific information on proposed regulation and law changes which may affect managing general agents. The course is scheduled February 14, 1997. *4 CH*

Deborah R. Berney-Taylor Management & Education Services

Workers' Compensation Coverage Review

This course addresses product knowledge of disability insurance. The course is 4 hours of classroom instruction designed to provide general information on workers compensation insurance. benefits, employer liability and common policy sections. The course is scheduled November 21, 1996. *4 CH*

Professional Insurance Agents of Montana, Inc.

Crop Insurance Risk Management Workshop

This course addresses product knowledge of casualty insurance. The course is 4 hours of classroom instruction designed to provide specific information on the Federal Agricultural Improvement and Reform Act, production risk management, multi peril crop insurance and harvest futures. The course is scheduled November 20, 1996. *4 CH*

Transamerica Occidental Life Insurance Company

Long Term Care

This course addresses product knowledge of health insurance. The course is 1½ hours of classroom instruction designed to provide general information on costs associated with long term care, benefits, policy provisions and coverages provided by long term care insurance. No offerings are scheduled pending course approval. *1.5 CH*

The following courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

Travelers/Aetna Property Casualty Corporation

Main Street Miscellaneous Surety *1 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL
AGENDA

October 17, 1996
Sam Mitchell Building-Room 270
Telephone Conference

Call to order	3:30
Presentation of course renewals and summaries	3:50
Public Comment	4:00
Discussion of course renewals and summaries	4:15
Council direction to staff	4:25
Administrative Details - Next Meetings	4:30

November 14, 1996 - 1:00, Advisory Council Meeting, Helena

December 12, 1996 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn	4:30

October 11, 1996

Insurance Continuing Education Advisory Council

Conference Call Minutes

October 17, 1996

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 p.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Tony Leenknecht, Montana Association of Life Underwriters Member
Ed Eck, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member

Staff Present

Mary Arnold, Continuing Education Program
Jeannie Davies, Recording Secretary

A list of others present is attached as Exhibit 1.

Presentation of Course Summaries

Arnold presented the course summaries for review.

Public Comment

None.

Discussion of Course Summaries

The council discussed the summaries, specifically the Accountant's Seminar offered by Franklin Life Insurance Company.

Bolt moved to approve courses. Boon seconded the motion. Motion passed.

Council Direction to Staff

None.

Administrative Details - Next Meeting

A meeting will be held November 14, 1996 at 1:00 p.m. in Helena. The following meeting will be a telephone conference on December 12, 1996 at 3:30 p.m.

Boon moved to adjourn the meeting. Bolt seconded the motion. Motion passed.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offereed as originally submitted.

Insurance Business Consultants, Inc. On behalf of AAMGA University

Personal Lines Seminar	*10 CH*
Property and Inland Marine Seminar	*12 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Redland Insurance Company

Property and Casualty Underwriting Seminar

This course addresses product knowledge of property and casualty insurance. The course is 2½ hours of classroom instruction, which includes 1 hour of insurance continuing education, designed to provide general information on farm and ranch, auto, and business owner (commercial lines) underwriting, policies, coverages, applications and Redland special programs. The course is scheduled October 22, 1996. *1 CH*

Franklin Life Insurance Company

Accountant's Seminar

This course addresses product knowledge and marketing of life insurance and annuities. The course is 8 3/4 hours of classroom instruction, which includes 5½ hours of insurance continuing education, designed to provide specific information on NAIC model illustrations, annuities, whole and term life insurance defined, product suitability, Franklin products, recruiting, software demonstrations and reference manual use. The course is scheduled October 30, 1996. *5.5 CH*

P.L.U.S.

1996 International Conference

This course addresses product knowledge of property and casualty insurance. The course is 6½ hours of classroom instruction composed of 5 sections with 2 concurrent sessions of 1¼ hours each, designed to provide specific information on pension trust fiduciary liability, reinsurance, "cyberspace" liability, lawyers professional liability, mediation/claims, directors and officers liability, insurance agents and brokers liability, employment practices liability insurance, kidnap and ransom policy coverages and medical malpractice liability. The course is scheduled November 14, 1996. *6.5 CH*

Noble Continuing Education

Noble/Guide to Commercial Insurance

This course addresses product knowledge of commercial insurance. The course is 65 pages of self-study correspondence designed to provide general information on commercial package concepts, named perils versus all risk forms, multi-peril, business owner and farmowner policies coverages, exclusions and conditions. This is an on-going offering. *4.5 CH*

Allstate Insurance Company - Denver

Life Product Service

This course addresses product knowledge of life insurance. The course is 7 hours of classroom instruction, which includes 3 hours of insurance continuing education, designed to provide specific information on life insurance policies and illustrations, Allstate policies, prospecting strategies and computer programs. *3 CH*

Farmers Alliance Insurance Company Inc.

Fall Update Meeting

This course addresses product knowledge crop insurance. The course is 6 hours of classroom instruction, which includes 1 hours of agent training, designed to provide information on 1997 revisions to the federal multi-peril crop insurance program, coverages and policies. The course is scheduled November 6, 1996. *5 CH*

Gulfcoast Education Center, Inc.

Ethics and Professionalism

This course addresses ethics. The course is 3 hours of computer-based, Internet instruction designed to provide specific information on ethical behavior and professionalism in the insurance industry. This is an on-going offering. *3 CH*

Allstate Insurance Company

Flood Insurance Product Knowledge

This course addresses product knowledge of property and casualty insurance. The course is 4 hours of classroom instruction, which includes 3 hours of insurance continuing education, designed to provide specific information on mortgage requirements, community rating, flood maps, policy coverage and policy types. No courses scheduled pending approval. *3 CH*

Principal Mutual - Individual

Triple Tax Threat

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide specific information on preserving retirement and estate assets by reducing or financing tax liabilities with life insurance or annuities. This is an on-going offering. *2 CH*

Business Succession

This course addresses product knowledge of life and disability insurance. The course is 2 hours of classroom instruction desigend to provide specific information on structuring and funding business succession in family-held businesses. This is an on-going offering. *2 CH*

Life Insurance Taxation

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction desigened to provide specific information on life insurance taxation, loans, withdrawals, partial surrender, modified endowment contracts, premium payments and death benefits. This is an on-going offering. *2 CH*

Life Insurance Principles

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction desigened to provide specific information on types of life insurance contracts, business and personal life insurance, risk elemants and company comparisons. This is an on-going offering. *2 CH*

Split Dollar Concepts

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction desigened to provide specific information on split dollar plan designs, functions, objectives, taxation, benefits, reverse split dollar and when not to recommend a split dollar. This is an on-going offering. *2 CH*

Clientell, Inc.

An Innovative Look at Variable Annuities

This course addresses product knowledge of variable annuities. The course is 1 hours of classroom instruction designed to provide general information on structuring variable annuity purchases to maximize gain. No offerings are scheduled pending course approval. *1 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL
AGENDA

September 19, 1996
Sam Mitchell Building-Room 270
Telephone Conference

Call to order	3:30
Review of individual course submission format	3:35
Presentation of course summaries	3:50
Public Comment	4:00
Discussion of course summaries	4:15
Council direction to staff	4:25
Administrative Details - Next Meetings	4:30

October 17, 1996 - 3:30, Advisory Council Meeting, Telephone Conference

November 14, 1996 - 1:00, Advisory Council Meeting, Helena

Adjourn 4:30

September 11, 1996

Insurance Continuing Education Advisory Council
Conference Call Minutes
September 19, 1996

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The telephone conference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, Room 270, at 3:30 p.m.

Members Present - **via phone**

Mark Nelson, Insurance Department Non-Voting Member
Tony Brueknecht, Montana Association of Life Underwriters Member
Ed Eck, Public Member
Bill Bolle, Professional Insurance Agents of Montana Member
John Bobbee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Julia McDade, Public Member

Staff Present

Mary Arnold, Continuing Education Program
Nita Holman, Recording Secretary
Michelle Huftel, Administrative Assistant
Cathy Mudd, Licensing Technician

A list of others present is attached as Exhibit 1.

Review of Individual Course Submission Format

Arnold presented the draft Individual Course Submission materials to the council. Boon would like the text revised. The text should include an explanation that individuals may submit approved courses in a format other than that submitted by the course provider. (Example: The sponsoring organization included an examination as part of the requirement for a classroom course--an individual may submit the course without the examination an receive some individual credit for the offering.)

Individual course submission forms will be available by phoning the continuing education program. Duplication of the forms will be encouraged.

Presentation of Course Summaries

Eck and McDade identified two typographical errors. These will be corrected.

Nelson asked why the proposed continuing education credit hours for the Stewart Title Guaranty Company course, Company Annual Seminar listed on page 5 of the addendum. continuing education hours were so few. The course is 8.5 hours long, but only 2.5 hours of insurance continuing education were identified by the sponsoring organization..

Public Comment

There was none.

Discussion of Course Summaries

Bebee moved to accept the course summaries as presented and recommend the courses for approval to the commissioner. Eck seconded the motion. The motion carried unanimously.

Council Direction to Staff

Arnold will incorporate the suggested changes to the Individual Course submission materials by the council members into the materials and send copies to the council members.

Administrative Details - Next Meeting

The next meeting will be held October 17, 1996, at 3:30, as a telephone conference. The meeting November 14, 1996, will be held at 1:00 p.m., in Helena.

McDade will be absent from the phone conference on October 17, 1996. Bolt moved for adjournment. McDade seconded the motion and the motion carried unanimously.

Insurance Continuing Education Advisory Council
Conference Call Minutes
September 19, 1996

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, Room 270, at 3:30 p.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Tony Leenknecht, Montana Association of Life Underwriters Member
Ed Eck, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Julia McDade, Public Member

Staff Present

Mary Arnold, Continuing Education Program
Nita Holman, Recording Secretary
Michelle Huftel
Cathy Mudd

A list of others present is attached as Exhibit 1.

Review of Individual Course Submission Format

Arnold said Boon would like to see a revision to the text in the Memorandum to increase notation that the course was not approved as it was submitted by the course provider. The individual needs to know that they can submit it for credit. Fifteen people want to file. People will call the office and the forms will be sent out to them.
Duplicates are encouraged.

Presentation of Course Summaries

Eck and McDade had a question about some typographical errors. These will be corrected.

Nelson asked about Stewart Title Guaranty Company, page 5 continuing education hours. The company had identified only 2.5 hours for ce, while the course is 8 .5 hours long. Arnold replied that the company asked for only 2.5 hours.

Public Comment

There was none.

Discussion of Course Summaries

Bebee made a motion for approval. Eck seconded the motion. Carried unanimously.

Council Direction to Staff

Arnold will take suggestions concerning the Memorandum and incorporate them into the materials being sent out. Arnold will send out copies to the council of the summaries.

Administrative Details - Next Meeting

October 17, 1996, 3:30, telephone conference. November 14, 1996, 1:00 Helena meeting.

McDade will be absent from the phone conference on October 17, 1996. Bolt moved for adjournment. McDade seconded the motion and the motion carried unanimously.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

International Risk Management Institute, Inc.

Contractual Risk Transfer	*6 CH*
Construction Insurance Primer 101	*6 CH*

DRAFT

Memorandum

To: Individual Montana Insurance Producers or Consultants

From: Mary A. Arnold, Insurance Continuing Education Program

Regarding: Personal submission of a course for insurance continuing education credit

The attached materials are designed for a Montana insurance licensee to claim insurance continuing education credit for an insurance education course which was not submitted by the course provider for Montana insurance Continuing Education credit.

Before you complete and submit this packet, please contact the course provider and verify the course you attended was **not** submitted to or approved by Montana for insurance continuing education credit. If the course provider received Montana approval for the course, and you completed the course, you do not need to complete and submit this application to receive insurance continuing education credit.

Please answer all of the questions in this packet and attach the fees and materials requested. The completed submission should be mailed to:

Montana State Auditor
Insurance Continuing Education Program
P. O. Box 4009
Helena, Montana 59604-4009

If you have any questions regarding completion of this packet, refer to the enclosed administrative rules and statutes, or please call me at 406-444-2040.

Course Submission Packet
for an
Individual Montana Insurance Producer or Consultant

Producer/Consultant Name _____
Insurance License Number(s) _____
Social Security Number _____
Mailing Address _____
City _____ State _____ Zip Code _____

Phone Number (___) _____

Course Name _____

Course Provider _____

Checklist:

☐ $25 check attached

☐ Copy of course completion certificate from course provider attached

☐ All questions answered in attached packet

☐ Copy of course agenda, syllabus or outline attached

☐ Complete copy of this completed packet kept for my records

☐ Application signed.

Course Number

For Departmental Use Only

Reception Number

1. The course was offered (month) _____ (day) _____, (year) _____.

2. I am a Montana Insurance Producer ☐ Yes ☐ No

3. I am a Montana Insurance Consultant ☐ Yes ☐ No

4. This was a college or university course ☐ Yes ☐ No

   If, yes, name of college or university _____

5. The course was taught in this method:

   ☐ Classroom (an instructor or instructors taught the course materials).

   ☐ Correspondence (I studied a book and completed and passed a test).

   ☐ Videotape (I watched a videotape and completed and passed a test).

   ☐ Audiotape (I listened to an audiotape and completed and passed a test).

   ☐ Teleconference (I went to a scheduled teleconference site that was monitored by the course provider).

   ☐ Other (I completed a computer-based course and completed and passed a test) or (write a description of the method) _____
   _____
   _____.

6. The name(s) of the instructor(s) is/are _____
   _____.

Attach additional pages, as needed. Please type or print your responses.

7. The goals and objectives of the course were:

_____
_____

8. The major course topic was:

_____
_____.

9. The course was _____ hours long.

10. I contacted _____ at (phone number) (___) _____ (or address) _____ _____ to enroll in this course.

11. Describe what you learned during each course session or segment.

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11. (Continued)

I request that the attached materials be reviewed for certification and approval by the Montana Insurance Continuing Education Program. I certify the information submitted regarding this course is true and correct. I understand that additional materials may be requested by the Montana Insurance Continuing Education Program as part of the course review and certification process. I understand any approval or credit hours assigned this course as a result of this submission can only be used by me to meet my annual insurance continuing education requirement.

Name (please print) Signature Date

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

American Society of CLU & ChFC

The following courses are part of the American Society's CLU and ChFC certification program.

Using Charities in Estate Planning and Wealth Replacement — *2 CH*
VTC - How to Avoid Estate Tax Traps Using Life Insurance — *3 CH*

NYL (New York Life) President's Council

This course addresses product knowledge of life insurance. The course is 2½ hours of classroom instruction, which includes 2 hours of insurance continuing education, designed to provide specific information on using life insurance in a wealth replacement trust to pay estate taxes and analyzing variable life insurance. The course is scheduled November 5, 1996. *2 CH*

First American Title Insurance

1996 Annual Title Seminar

This course addresses product knowledge of title insurance. The course is 11½ hours of classroom instruction, which includes 10 hours of insurance continuing education, designed to provide in-depth information on government seizures, roads and easements on state lands, access, Forest Service roads, permits and easements. The course is scheduled August 26, 1996. *10 CH*

International Risk Management Institute, Inc.

CPA's, Contractors, and Sureties: Breaking in New Relationships

This course addresses product knowledge of surety insurance. The course is 6 hours of classroom instruction designed to provide general information on valuing and bonding construction sites and firms, estimation of cost to complete, revenue recognition, succession strategies for closely held contractors and succession planning. The course is scheduled November 18, 1996. *6 CH*

Professional Liability

This course addresses product knowledge of liability insurance. The course is 6 hours of classroom instruction designed to provide general information on construction, environmental and design professional liability exposure and coverage. The course is scheduled November 18, 1996. *6 CH*

Sixteenth Annual Construction Insurance Conference

This course addresses product knowledge of surety insurance. The course is 12½ hours of classroom instruction, including two general and six concurrent workshop sessions, designed to provide specific information on 23 topics, which include risk management, environmental liability, risk coverage for project-financed construction, maritime exposures, coverage disputes, contractor controlled wrap-ups, abatement insurance and contractor fleet exposures. The course is scheduled November 19, 1996. *12.5 CH*

Nationwide Life Insurance Co.

Variable Universal Life

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on whole, universal, variable and variable universal life policies. No offerings are scheduled pending course approval. *2 CH*

LTC Consultants, A division of Shelton Marketing Services, Inc.

Fundamentals of Long-Term Care Insurance

This course addresses product knowledge of long term care insurance. The course is 9½ hours of classroom instruction, which includes 6 hours of insurance continuing education, designed to provide general information on Medicare and Medicare supplement insurance, long term care insurance and benefits and long term care insurance ethics. The course is scheduled September 27, 1996. *6 CH*

Principal Mutual - Individual

Non-Qualified Plan Alternatives

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide basic information on using life insurance to fund non-qualified retirement plans, executive bonus, split dollar and group carve-out plans. No offerings are scheduled pending course approval.

3 CH

NAIC (National Association of Insurance Commissioners) Regulations

This course addresses marketing capability and ethics. The course is 2 hours of classroom instruction designed to provide general information on the National Association of Insurance Commissioners model illustration regulation content and impact. No offerings are scheduled pending course approval. *2 CH*

Alliance Fund Distributors, Inc.

Actuarial Considerations of Variable Annuities

This course addresses product knowledge of variable annuities. The course is 3 hours of classroom instruction designed to provide specific information on expenses associated with variable annuities, surrender charges, death benefit variations and mortality charges and annuitization options. No offerings are scheduled pending course approval.

3 CH

Noble Continuing Education

Products Liability

This course addresses product knowledge of liability insurance. The course is 74 pages of self-study correspondence text designed to provide general information on the Products Liability Act and other federal laws regarding product/consumer safety, negligence, manufacturer responsibility standards, implied and express warranties and insuring to cover consumer action against injury from manufactured products. This is an on-going offering.

5.5 CH

Comprehensive Guide to Claims

This course addresses management. The course is 102 pages of self-study correspondence text designed to provide specific information on what is involved in and what to expect from insurance claims practices. It includes simplified explanations of claim settlement practices within the insurance industry and definitions of frequently used terms and concepts in claim handling and settlement. This is an on-going offering. *4 CH*

Needs Analysis

This course addresses product knowledge of life insurance. The course is 77 pages of self-study correspondence text, which includes 30 pages of prospecting, designed to provide general information on Social Security and benefit maximums, retirement planning and analyzing client financial data. This is an on-going offering. *3 CH*

Guide to Retrospective Rating

This course addresses management. The course is 76 pages of self-study correspondence text designed to provide general information on rate regulation and classes,establishing rates for general, personal vehicle and commercial liability insurance and retrospective setting of insurance rates. This is an on-going offering. *5 CH*

Tanner and Associates

1995 Montana Insurance Law Review and Update

These course materials were summarized in the Course Review Summary for the Advisory Council meeting October 26, 1995. *1 CH*

Stewart Title Guaranty Company

Stewart Title Guaranty Company Annual Seminar

This course addresses product knowledge of title insurance. The course is 8½ hours of classroom instruction, which includes 2½ hours of insurance continuing education, designed to provide specific information about on-line underwriting materials, new federal regulations regarding first mortgage loans and lender insuring requirements. The course is scheduled September 12, 1996. *2.5 CH*

The Life Underwriter Training Council

Top of the Table '96 Annual Meeting

This course addresses product knowledge of life insurance. The course is 3½ hours of classroom instruction which includes one general and two concurrent offering sessions which address wealth transfer, corporate owned life insurance, charitable remainder trusts, asset allocation and variable life insurance. The course is scheduled October 25, 1996. *3.5 CH*

Insurance Association of Great Falls

The following course was summarized in the Advisory Council Course Review Summary at the meeting of August 17, 1995.

CPCU - A7 Building Ordinance - Who Pays the Bill? *2 CH*

Northwestern Mutual Life Insurance Company

1996 Assistant Career Training Seminar

This course addresses product knowledge of life insurance. The course is 2½ hours of classroom instruction designed to provide specific information on business valuation and continuation planning, and employee benefit planning. The course is scheduled September 12, 1996. *2.5 CH*

Transamerica Occidental Life Insurance Company

Annuity Seminar

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide basic information on annuity definition and types and a comparison with other investments. No offerings are scheduled pending course approval. *1 CH*

Allmerica Financial

Variable Annuities, Clients Needs Analysis/Asset Allocation

This course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide specific information on determining a suitable variable annuity to meet a client's goal. No offerings are scheduled pending course approval. *1 CH*

AON Risk Services Companies, Inc.

International Business Program

This course addresses management of international insurance accounts. The course is 6 hours of classroom instruction designed to provide specific information on the legal requirements and exposures of international insurance, risk management issues and basic property and general liability coverages. The course is scheduled December 17, 1996. *6 CH*

Pictorial, Inc.

The following course was summarized in the Advisory Council Course Review Summary at the meeting of February 4, 1994.

Commercial General Liability Coverage - 4th Edition *10 CH*

Mid-State School of Insurance

A Case for Perry Mason

This course addresses product knowledge of insurance policies. The course is 6 hours of classroom instruction designed to provide specific information on the insurance contract as a legal document, legal terminology applicable to insurance contracts, federal, state and court interpretations of contract (policy) content and the legal relationship between the insured, licensee, insurer and agency. No offerings are scheduled pending course approval. *6 CH*

PIG...persistence, integrity and guts

This course addresses ethics. The course is 4 hours of classroom instruction designed to provide general information on the application of ethical behavior in the insurance industry, codes of ethics, trust accounts, serving as a trustee and disclosure of conflicts of interest to the client. No offerings are scheduled pending course approval. *4 CH*

State Farm Insurance

SFSL - Universal Life

This course addresses product knowledge of universal life insurance. The course is 1 hour of classroom instruction, which includes ½ hour of insurance continuing education, designed to provide basic information on universal life insurance concepts and the State Farm Universal Life policy. No offerings are scheduled pending course approval. *.5 CH*

SFSL - Second to Die Life Insurance

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction, which includes ½ hour of insurance continuing education, designed to provide general information on using second-to-die life insurance in estate planning, beneficiary arrangements, and the State Farm Insurance Second-to-die policy, riders and benefits. No offerings are scheduled pending course approval. *.5 CH*

SFSL - Taxation of Life Insurance and Annuities

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide general information on taxability of death proceeds, dividends and living proceeds, modified endowment contracts, annuities and policy exchanges. No offerings are scheduled pending course approval. *2 CH*

Estate Planning: Estate Analysis Reports

This course addresses marketing capability. The course is 2 hours of classroom instruction, which includes ½ hour of insurance continuing education, designed to provide general information on estate analysis, estate liquidity, tax calculation and State Farm illust4rations.No offerings are scheduled pending course approval. *1 CH*

SFSL - Life Insurance Policy

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on terminology in each section of a life insurance policy. No offerings are scheduled pending course approval. *1 CH*

American Express Financial Advisors

Tools and Techniques of Estate Planning

This course addresses product knowledge of life and long term care insurance. The course is 3½ hours of classroom instruction designed to provide general information on marital trusts, death bequests using life insurance, charitable remainder trusts, annuity and unitrusts. No offerings are scheduled pending course approval. *3.5 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL
AGENDA

August 22, 1996
Sam Mitchell Building-Room 270
Telephone Conference

Call to order	3:30
Presentation of course summaries	3:35
Public Comment	3:45
Discussion of course summaries	4:05
Council direction to staff	4:15
Administrative Details - Next Meetings	4:30

September 19, 1996 - 1:00, Advisory Council Meeting, Helena

October 17, 1996 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn 4:30

August 19, 1996

Insurance Continuing Education Advisory Council

Conference Call Minutes

August 22, 1996

The following are summary minutes of the Insurance Continuing Education Advisory Council.
The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 p.m.

Members Present - **via phone**
Mark Nelson, Insurance Department Non-Voting Member
Tony Leenknecht, Montana Association of Life Underwriters Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Julia McDade, Public Member

Staff Present
Mary Arnold, Continuing Education Program
Jeannie Davies, Recording Secretary

A list of others present is attached as Exhibit 1.

Presentation of Course Summaries
Arnold presented the course summaries.

The council discussed the number of credits proposed for property and casualty course offerings versus life and health course offerings. Arnold will continue to be aware of credit hours recommended during future course reviews.

Public Comment
None.

Discussion of Course Summaries

The council discussed the course review summaries. Bebee moved to accept course summaries as presented and recommend course approval to the commissioner. Leenknecht seconded the motion. Motion passed.

Council Direction to Staff

Arnold will review credit hours proposed for course offerings to set equitable credit hours for life and health course offerings and property and casualty course offerings.

Administrative Details - Next Meeting

The next meeting will be on September 19, 1996 at 1:00 p.m., in Helena.

The following meeting will be a telephone conference, held on October 17, 1996, at 3:30 p.m.

Boon moved to adjourn the meeting. Leenknecht seconded the motion. The meeting was adjourned at 3:57 p.m.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

Aid Association for Lutherans

Long Term Care Workshop	3.5 CH
Second-to-Die Life Insurance	4 CH
Business Retirement Plans	2 CH
AAL Pension Plans	4 CH
AAL Issues in Life Insurance	.5 CH
AAL Long Term Care	1.5 CH
AAL Business Insurance I	6 CH
AAL Estate Protection I	6 CH
Basic Estate Planning	3 CH
CBT Term Insurance	2.5 CH
Disability Income Workshop	1 CH

American Institute for CPCU/Insurance Institute of America

Introduction to Claims	15 CH
ALCM 74 - Accident Prevention	17 CH
ALCM 75 - Property Protection	17 CH
ALCM 76 - Occupational Health and Hygiene	17 CH
APA 91 - Principles of Premium Auditing	16 CH
APA 92 - Premium Auditing Applications	16 CH
AIAF 113 - Insurance Company Finance	16 CH
INS 21 - Property and Liability Insurance Principles	16 CH
INS 23 - Commercial Insurance	18 CH

AIC 33 - The Claims Environment	15 CH
AIC 34 - Workers Compensation and the Medical Aspects of Claims	16 CH
AIC 35 - Property Loss Adjusting	12 CH
AIC 36 - Liability Claims Adjusting	12 CH
ARM 54 - Essentials of Risk Management	18 CH
ARM 55 - Essentials of Risk Control	18 CH
ARM 56 - Essentials of Risk Financing	18 CH
AAI 81 - Principles of Insurance Production	15 CH
AAI 82 - Multiple Lines Insurance Production	15 CH
AAI 83 - Agency Operations and Sales Management	14 CH
AMIM 121 - Ocean Marine Insurance	15 CH
AMIM 122 - Inland Marine Insurance	16 CH
ARe 141 - Principles of Reinsurance	14 CH
Are 142 - Reinsurance Practices	15 CH
AFSB 151 - Principles of Suretyship	15 CH
AFSB 152 - Contract Surety	15 CH
CPCU 1 - Ethics, Insurance Perspectives and Insurance Contract Analysis	19 CH
CPCU 2 - Personal Risk Management and Insurance	19 CH
CPCU 3 - Commercial Property Risk Management and Insurance	19 CH
CPCU 4 - Commercial Liability Risk Management and Insurance	19 CH
CPCU 5 - Insurance Operations	16 CH
CPCU 6 - The Legal Environment of Insurance	19 CH
CPCU 8 - Accounting and Finance	17 CH
CPCU 10 - Insurance Issues and Professional Ethics	15 CH
AIAF 111 - Statutory Accounting for Property & Liability Insurers	16 CH
AIAF 112 - Insurance Information Systems	16 CH
Introduction to Property & Liability Insurance	15 CH
INS 21 - Personal Insurance	16 CH
AFSB 153 - Fidelity and Non-Contract Surety	15 CH
AIS 25 - Delivering Insurance Services	12 CH
CPCU 7 - Management	2 CH
CPCU 9 - Economics	10 CH
AIM 45 - Organizational Behavior in Insurance	7 CH
ARP 102 - Strategic Management for Insurers	5 CH
AAM 132 - Automation in Insurance	15 CH
AAM 133 - Managing Automated Activities	5 CH
SMI 9 - Supervisory Skills	5 CH
Introduction to Underwriting	15 CH
IR 201 - Insurance Regulation	17 CH

COURSE REVIEW SUMMARIES

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American Express Financial Advisors

Non-Qualified Executive Benefit Plans

This course addresses product knowledge of life insurance and annuities. The course is 4 hour of classroom instruction, which includes 2½ hour of agent training, designed to provide general information on non-qualified executive benefit plans, split-dollar plans, forfeiture safeguards (rabbi and secular trusts), reverse split-dollar and charitable reverse split-dollar plans and American Express Financial Advisors products. No offerings are scheduled pending course approval. *1.5 CH*

Business Owner Environment

This course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction, which includes ½ hour of insurance continuing education, designed to provide basic information on business ownership, key executive indemnification, key employee, deferred compensation, split-dollar and executive bonus plans. No offerings are scheduled pending course approval. *3.5 CH*

Split Dollar Insurance Funding

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction, which includes 1 hour of agent training, designed to provide general information on split dollar plans, tax and non-tax advantages, disadvantages, structuring arrangements, premium splits and plan uses. No offerings are scheduled pending course approval. *2 CH*

Implementing Estate Planning Solution

This course addresses product knowledge of life insurance. The course is 3½ hours of classroom instruction, which includes ½ hour of agent training, designed to provide specific information on placing sub-standard life insurance policies,survivorship insurance, second death plans, single life policies with survivor riders, irrevocable life insurance trusts, split-dollar plans and survivor option trusts. No offerings are scheduled pending course approval. *3 CH*

Complex Business Insurance Proposals

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction, which includes 1 hour of agent training, designed to provide specific information on using American Express illustrations, designing presentations to non-owner employees and business-owners. No offerings are scheduled pending course approval. *1 CH*

Understanding Business Continuation

This course addresses product knowledge of life and disability insurance. The course is 2½ hours of classroom instruction, which includes 1 hour of agent training, designed to provide general information on buy-sell plans, business valuation, key employee, business continuation and gifting plans and considerations for owners of a closely held business. No offerings are scheduled pending course approval. *1.5 CH*

M Financial Group

1996 M Financial Fall Marketing Meeting

This course addresses product knowledge of life insurance. The course is 4 hours of classroom instruction, which includes 2 concurrent 1 hour sessions, designed to provide specific information on split-dollar plans, insurance-funded Rabbi trust payouts following a hostile takeover, COLI (corporate owned life insurance and using life insurance to fund ESOPs (employer stock option plans). The course is scheduled October 3, 1996. *4 CH*

Transamerica Occidental Life

Life and Annuity Seminar

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide specific information on equity indexed life and annuity contracts how these contracts differ from traditional life and annuity contracts, advantages and disadvantages and uses. The course is scheduled August 23, 1996. *1 CH*

United Insurance Educators, Inc.

Life Insurances

This course addresses product knowledge of life insurance, annuities and ethics. The course is 21 hours of self-study correspondence, which includes 13 hours of insurance continuing education, designed to provide specific information on term, whole, endowment, universal, variable survivorship and single premium whole life policies, annuity types, agent ethics and due diligence. This is an on-going offering. *13 CH*

Annuities - An Investment Tool

This course addresses product knowledge of annuities. The course is 12 hours of self-study correspondence, which includes 7 hours of insurance continuing education, designed to provide specific information on immediate fixed and variable, single-pay deferred, accumulation, straight-life, lifetime with period certain, refund, two-tier, joint-and-survivor, wrap-around and split annuities. This is an on-going offering. *7 CH*

The Ohio National Companies

Business Insurance

This course addresses product knowledge of life and disability insurance. The course is 40 hours of self-study correspondence, which includes 7 hours of insurance continuing education, designed to provide specific information on Ohio National split-dollar, executive bonus deferred compensation, buy-sell and key person plans, marketing and sales process and general information on business insurance needs, planning concepts, buy-sell agreements, split-dollar and deferred compensation. This is an on-going offering. *7 CH*

American Society of CLU & ChFC

1996 National Conference Broadcast

This course addresses life insurance. The course is 3 hours of video teleconference designed to provide specific information on life insurance and the Internal Revenue Code, business insurance and types of insurance products to consider. The course is scheduled October 10, 1996. *3 CH*

1996 National Conference

The course addresses various insurance products. The course is 8 hours of classroom instruction, composed of 6, 1 and 2 hour sessions with 5 course alternatives each session. The course is designed to provide information on qualified plans, compensation planning, asset allocation, human life values, business disability income insurance, variable annuitization, charitable giving and 23 other topics. The course is scheduled October 10, 1996. *8 CH*

Family Limited Partnerships

This course addresses product knowledge of life insurance. The course is 2 hours of video teleconference designed to provide specific information on generation skipping transfers, irrevocable life insurance trusts, dynasty trusts, Crummey withdrawal rights and gifts to a life insurance trust. The course is scheduled October 24, 1996. *2 CH*

Independent Order of Foresters

201 Basic Life Insurance

This course addresses product knowledge of life insurance and ethics. The course is 30 hours of classroom instruction, which includes 10 hours of insurance continuing education, designed to provide specific information on Independent Order of Foresters life insurance policies and riders and specific information on term, level-term, decreasing term, universal, blended and whole life insurance, types of insurance companies, insurance ethics and life insurance underwriting. No offerings are scheduled pending course approval. *10 CH*

Rain & Hail Insurance L.L.C.

1997 Crop Year Fall Agent Training Update

This course addresses product knowledge crop insurance. The course is 5½ hours of classroom instruction, which includes ½ hours of agent training, designed to provide information on 1997 revisions to the federal multi-peril crop insurance program, coverages and policies. The course is scheduled August 12, 1996. *5 CH*

IGF Insurance Company

Crop Insurance - Fall Update

This course addresses product knowledge crop insurance. The course is 6 hours of classroom instruction, which includes 2 hours of agent training, designed to provide information on 1997 revisions to the federal multi-peril crop insurance program, coverages and policies. The course is scheduled September 26, 1996. *4 CH*

Health Insurance Association of America

The following courses are part of the Health Insurance Association of America, Managed Healthcare Professional certification program

Managed Care, Part B *15 CH*
Disability Income Insurance *15 CH*

The Life Underwriter Training Council

The following courses are part of the Life Underwriter Training Council certification program.

Planning at Early Retirement *2 CH*
Planning for Seniors *2 CH*

North Central Crop Insurance

Crop Revenue Coverage/MPCI Fall Training

This course addresses product knowledge crop insurance. The course is 8 hours of classroom instruction, which includes 2 hours of agent training, designed to provide information on 1997 revisions to the federal multi-peril crop insurance program, coverages and policies. The course is scheduled September 4, 1996. *6 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

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Insurance Business Consultants, Inc. On behalf of AAMGA University

Advanced Truckers: What's New & Why We should Care

This course addresses product knowledge of property and casualty. The course is 12 hours of classroom instruction designed to provide specific information on liability insurance requirements/changes, cargo insurance, insurance coverage considerations for exempted and regulated truckers, motor carriers and truckers forms, coverage for on-board computers, underwriting and sleep deprivation. The course is scheduled October 13, 1996. *12 CH*

Amwest Surety Insurance Company

Surety Underwriting 1

This course addresses product knowledge of surety bonds. The course is self-paced (up to 34 hours) computer-based training designed to provide general information on surety bonds and underwriting, construction bonds, bid, performance and payment bonds, financial analysis of a bonding risk, indemnity agreements and collateral. This is an on-going offering. *15 CH*

Pictorial, Inc.

Commercial Property Coverage - 3rd Edition

This course addresses product knowledge of property insurance. The course is 37 hours of self-study correspondence designed to provide in-depth information on commercial property coverage, differentiating between commercial and personal lines insurance, forms, coverages, provisions, exclusions, causes of loss, endorsements and time element coverages. This is a revision of the previous submission of the same name. This is an on-going offering. *13 CH*

Insurance Packages for Small Businesses

This course addresses product knowledge of property and liability insurance. The course is is 25 hours of self-study correspondence designed to provide specific information on packaging policies by business size, risk categories, property value and dollar volume, coverages, building coverage, personal property coverage, causes of loss, conditions, exclusions, extensions and liability and medical coverages. This offering replaces Commercial Insurance Package. This is an on-going offering. *10 CH*

First Colony Life Insurance Company

Rebuilding the Illustration Superhighway

This course addresses product knowledge and marketing of life insurance and annuities. The course is 2 hours os classroom instruction designed to provide general information on life insurance and creating useful product comparisons through the use of illustrations. The course is scheduled August 15, 1996. *2 CH*

The University of Montana School of Law

Partnership Tax Rules from A-Z

This course addresses product knowledge of life insurance and annuities. The course is 10 hours of classroom instruction, which includes 6 hours is insurance continuing education, designed to provide specific information on liquidating and non-liquidating assets, retirement planning for non-corporate entities, recent cases and rulings and pass-through entities as estate planning tools. The course is scheduled November 3, 1996. *6 CH*

Independent Insurance Agents of America

Errors & Omissions Loss Control

This course addresses agency management. The course is 3 hours of classroom instruction designed to provide general information on causes of E & O claims, agency quality control, training and customer communications, audits and other E & O reduction techniques. The course is scheduled October 23, 1996. *3 CH*

International Insurance

This course addresses management. The course is 3 hours of classroom instruction designed to provide general information on types of insurance needed when conducting international business and insurance to sell to international businesses. The course is scheduled October 19, 1996. *3 CH*

Employee Benefits

This course addresses product knowledge of life, disability and health insurance, The course is 3 hours of classroom instruction designed to provide general information on the marketplace, providers and types of products in programs. The course is scheduled October 20, 1996. *3 CH*

Dealing with Disaster

This course addresses management of insurance losses. The course is 3 hours os classroom instruction designed to provide specific information on disaster hazards that may affect insureds, identifying risks and providing service after a disaster. The course is scheduled October 22, 1996. *3 CH*

Pollution Coverage

This course addresses property and liability insurance. The course is 3 hours of classroom instruction designed to provide general information on pollution risks, liabilities and coverages and federal coverage. The course is scheduled October 31, 1996. *3 CH*

Employment Practices Liability

This course addresses product knowledge of liability insurance. The course is 3 hours of classroom instruction designed to provide general information on directors and officers and employment practices liability insurance, the contract, coverage extensions, plaintiff allegations, and claim sources. The course is scheduled October 23, 1996. *3 CH*

Northwestern National Life & WSSI

National Sales Conference - Galaxy of Stars

This course addresses product knowledge of life insurance and annuities. The course is 27 hours of classroom instruction, which includes 6 hours of insurance continuing education, designed to provide specific information on estate preservation with life insurance, taxation of annuity contracts, controversial advanced sales, business insurance fundamentals of estate planning and life underwriting. The course is scheduled August 7, 1996. *6 CH*

Assurex International

1996 Par Quality Management Seminar

This course addresses management. The course is 10 hours of classroom instruction, which includes 3 hours of insurance continuing education, designed to provide basic information on loss control, document management and errors and omissions insurance. The course is scheduled September 9, 1996. *3 CH*

Transamerica Occidental Life Insurance Company

Life & Annuity Equity Index Seminar

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide specific information on equity indexing of life insurance and annuities, benefits, features similar to and different than traditional policies, examples of equity indices and financial considerations for the carrier. No offerings are scheduled pending course approval. *2 CH*

The Council of Insurance Agents & Brokers

Professional Liability: Identifying, Controlling and Financing Loss Exposures

This course addresses product knowledge of liability insurance. The course is 8 hours of classroom instruction designed to provide specific information on professional liability insurance, duties to clients, professional standards, professions with exposures, loss control and risk financing techniques. The course is scheduled October 4, 1996. *8 CH*

Principal Mutual - Individual

Deferred Compensation

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on qualified, non-qualified and selective employee retirement plans, Rabbi and Secular trusts and golden handcuffs. No offerings are scheduled pending course approval. *1 CH*

Executive Bonus

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide general information on executive bonus agreements, advantages to the employer and employee, plan design and when to not recommend. No offerings are scheduled pending course approval. *1 CH*

Mountain West Farm Bureau Mutual Insurance Company

Commercial Lines in Review

This course addresses product knowledge of various products. The course is 16 hours of classroom instruction, which includes 11 hours of agent training, designed to provide general information on property, general liability, business auto and inland marine coverage. The course is scheduled August 12, 1996. *5 CH*

The Equitable

Wealth Preservation in the 90's

This course addresses product knowledge of life insurance and annuities. The course is 16 hours of classroom instruction, which includes 2½ hours of agent training, designed to provide specific information on wealth retention and transfer, estate planning, GRITs, GRATs, charitable giving, annuity trusts and unitrusts. The first offering is September 25, 1996. 13.5 *CH*

NFC Consulting Group

Equity Indexed Annuities

This course addresses product knowledge of annuities. The course is 1 hours of classroom instruction designed to provide specific information on equity indexing of annuities, benefits, features similar to and different than traditional policies, examples of equity indices and financial considerations for the carrier. The course is scheduled September 19, 1996.

1 CH

Columbus Life Insurance Company

Ethics and the Insurance Professional

This course addresses ethics. The course is 3 hours of computer-based self-study designed to provide specific information on ethical business practices, business conduct and guidelines for business transactions. This is an on-going offering. *1 CH*

Noble Continuing Education

Understanding Medical Insurance

This course addresses product knowledge of health, disability and life insurance. The course is 75 pages of self study correspondence designed to provide general information on health accident, disability and life insurance, definitions, exclusions, disability clauses, coverages, medical reports, tests and types of injuries impairments and disease. This is an on-going offering. *4 CH*

Guide to Crime Insurance

This course addresses product knowledge of property insurance. The course is 87 pages of self-study correspondence designed to provide general information on homeowners, renter's, business interruption, marine and marine adventure insurance, and types of burglary, robbery and theft coverages. This is an on-going offering. *3.5 CH*

Principal Mutual - Individual

A Little Planning Goes a Long Way

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction, which includes 1½ hours of agent training, designed to provide general information on estate prospects, tax problems, planning opportunities, funding the plan and available life insurance products. No offerings are scheduled pending course approval.

1.5 CH

Advanced Sales Concepts

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide specific information on split dollar plans, Section 419 plans, qualified plans and family limited partnerships. No offerings are scheduled pending course approval. *2 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL
AGENDA

July 18, 1996
Sam Mitchell Building-Room 270
Telephone Conference

Call to order	3:30
Presentation of course summaries	3:35
Public Comment	3:45
Discussion of course summaries	4:05
Council direction to staff	4:15
Administrative Details - Next Meetings	4:30

August 22, 1996 - 3:30, Advisory Council Meeting, Telephone Conference

September 19, 1996 - 1:00, Advisory Council Meeting, Helena

Adjourn	4:30

here
Julia
Bill
Ed
Jim
Tony

Tobin
Peter
Tony

July 15, 1996

Insurance Continuing Education Advisory Council

Conference Call Minutes

July 18, 1996

The following are summary minutes of the Insurance Continuing Education Advisory Council.
The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 p.m.

Members Present - via phone
Mark Nelson, Insurance Department Non-Voting Member
Tony Leenknecht, Montana Association of Life Underwriters Member
Ed Eck, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Julia McDade, Public Member

Staff Present
Mary Arnold, Continuing Education Program
Jeannie Davies, Recording Secretary
Michelle Huftel, Administrative Assistant

A list of others present is attached as Exhibit 1.

Presentation of Course Summaries
Arnold presented the course summaries.

Public Comment
None.

Discussion of Course Summaries

The council discussed the course review summaries. Boon moved to accept course summaries and recommend course approval to the commissioner. Eck seconded the motion. Motion passed.

Council Direction to Staff

None.

Administrative Details - Next Meeting

The next meeting will be a teleconference held on August 22, 1996, at 3:30 p.m. A meeting will be held on September 19, 1996, at 1:00 p.m, in Helena.

Boon moved to adjourn the meeting. Bebee seconded the motion. The meeting was adjourned at 3:54 p.m.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

Insurance Business Consultants, Inc. On behalf of AAMGA University

Americans with Disabilities Act - How it Affects Insurance	*2 CH*
Principles and Practices of Insurance Operations and E & O Prevention	*10 CH*

United Insurance Educators, Inc.

Ethics	*10 CH*
Planning an Estate	*1 CH*
Wills and Probate	*1 CH*

American Express Financial Advisors

Qualified Plans Session 1	*1 CH*
Qualified Plans Session 2	*1.5 CH*
Qualified Plans Pre-Session Study	*7 CH*

PDP: Life Insurance Proposal Session 5	*.5 CH*
PDP: Life Insurance Proposals Session 3	*.5 CH*
PDP: Life Insurance Proposals Session 2	*.5 CH*
PDP: Life Insurance Product Essentials	*2.5 CH*
PDP: Field Underwriting	*1 CH*
Life Insurance Module 11: Survivorship Needs	*1 CH*
Life Insurance Module 10: Irrevocable Trust	*1 CH*
Life Insurance Module 8: Mortgage Acceleration	*.5 CH*
Life Insurance Module 8: Key person Business	*.5 CH*
Life Insurance Module 8: Term vs. Permanent	*1 CH*
Life Insurance Module 8: Private Pension	*.5 CH*
Life Insurance Module 8: IRA Alternatives	*.5 CH*
Life Insurance Module 8: Executive Bonus	*.5 CH*
Life Insurance Module 7: Retirement Planning	*.5 CH*
Life Insurance Module 6: Education Funding	*.5 CH*
Life Insurance Module 4: Survivor Income	*1 CH*
Life Insurance Module 2: Life Protection Plus	*1 CH*
DI3: Analyzing Income Protection Needs	*2 CH*
DI2: Discover Income Protection Needs	*1.5 CH*
Client Service Training	*.5 CH*
Charitable Giving Classroom Session	*2 CH*
LTC Basic Audio Training	*1.5 CH*
Long Term Care Seminar	*1.5 CH*
Life Insurance Module 9: Capital Transfer	*1 CH*
Split Dollar - Part 1 and 2	*3.5 CH*
Estate Planning #2 - Administration	*.5 CH*
Business Continuity	*.5 CH*
Reverse Split Dollar	*1.5 CH*
Estate Planning #3 - Shrinkage	*.5 CH*
PDP: Life Insurance Proposals Session 1	*1 CH*
PDP: Life Insurance Proposal Session 4	*1 CH*
DI1: Product Essentials	*3 CH*
Life Insurance Module 3: Selling Techniques	*.5 CH*
Long Term Care - Complete the Plan	*1 CH*
1994 APD: EP101 - Final Tax Grab	*2 CH*
1994 APD: EP102 - No Planning Traps	*3.5 CH*
1994 APD: EP103 - Business Estate Planning	*3.5 CH*
1994 APD: EP 104 - Advanced Financial Planning Case	*2 CH*
1994 APD: EP 201 - Advanced Charitable Giving	*3 CH*
1994 APD: EP202 - Estate Planning for Wealth	*1 CH*
1994 APD: EP204 - Business Owner Estate	*1.5 CH*
1994 APD: EP 205 - Advanced Estate Planning Case	*.5 CH*
1994 APD: EP301 - Advanced Retirement Planning	*2.5 CH*

1994 APD: EP302 - Partnership/Estate	*3 CH*
1994 APD: EP351 - Corporate Trustee & Uses	*.5 CH*
1994 APD: RP1023 - Senior Health Care Planning	*1 CH*
1994 APD: RP103 - Risk/Pre-Retirement	*.5 CH*
1994 APD: RP104 - Private Pension Plan	*1 CH*
1994 APD: RP105 - Capital Transfer	*.5 CH*
1994 APD: RP106 - Pension Maximization	*.5 CH*
1994 APD: RP202 - LTC Threat to Plans	*1 CH*
1994 APD: RP203 - Advanced Distribution	*3.5 CH*
1994 APD: WP101 - Business Markets	*4 CH*
1994 APD: WP107 - Employee Compensation	*1.5 CH*
1994 APD: WP109 - Qual Plan Small Business	*3 CH*
1994 APD: WP110 - Salary Deferral Retirement	*3 CH*
1994 APD: WP112 - 403(b) Fundamentals	*1.5 CH*
1994 APD: WP202 - Group Insurance	*1 CH*
1994 APD: WP205 - Executive Benefits I	*3 CH*
1994 APD: WP206 - Split Dollar	*2 CH*
1994 APD: WP207 - Executive Benefits 2	*2 CH*
1994 APD: WP209 - Retirement Plan - LG Cos	*3 CH*
1994 APD: WP201 - Complex Issues - Retirement	*4 CH*
1994 APD: WP212 - 403(b) Group Client	*1 CH*
1994 APD: WP301 - Advanced Retirement Plan	*3.5 CH*
1994 APD: WP305 - Reverse Split Dollar	*3 CH*
1994 APD: WP306 - Advanced Business Planning	*2 CH*
1994 APD: WP208 - Employee Benefits Stm	*.5 CH*
PDP: Retirement Planning (v2)	*5 CH*
What's So Taxing About Annuities	*3.5 CH*
PDP: Life Insurance - Competition	*1 CH*
Employer Sponsored 403(b) Plan	*5 CH*
Gifting Strategies Pre-Session Study	*4 CH*
Annuity Selling	*1 CH*
PDP II: Estate Planning (Version 2)	*10 CH*
PDP II: Business Financial Planning - v3	*15 CH*

State Farm Insurance

Agent's School 4	*10 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Producers Financial Group

1996 PFG University

This course addresses product knowledge of estate planning, life insurance planning and family limited partnerships. The course is 11½ hours of classroom instruction, which includes 2½ hours of agent and motivational training, designed to provide general information on wills, intestacy, beneficiary designation, life insurance, family limited partnerships and life insurance planning. The course is scheduled July 22, 1996. *9 CH*

Principal Mutual - Individual

Adjustable Life

This course addresses product knowledge life insurance. The course is 2 hours of classroom instruction, which includes 1 hour of agent training, designed to provide general information on Principal Mutual life insurance products, using life insurance illustrations and varied premium payment options. No offerings are scheduled pending course approval. *1 CH*

Split-Dollar

This course addresses product knowledge of split-dollar arrangements. The course is 2 hours of classroom instruction, which includes ½ hour of agent training, designed to provide general information on various split-dollar arrangements, common cash value, premium split, rollout options, tax and legal issues. No offerings are scheduled pending course approval. *2 CH*

Group Carve-Out

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on group term life insurance, group carve-out plans, advantages and disadvantages of each and combining both to benefit the employer and employee. No offerings are scheduled pending course approval. *1 CH*

First-to-Die

This course addresses product knowledge of life insurance. The course is 1½ hours of classroom instruction, which includes ½ hour of agent training, designed to provide general information on Principal Mutual universal life policies and riders, how first-to-die works, and first-to-die in business planning. No offerings are scheduled pending course approval. *1 CH*

Annuity Concepts

This Pictorial course was included in the course review summaries of the meeting of February 8, 1994 and was renewed in 1996. *5 CH*

American Express Financial Advisors

Alternative to Irrevocable Trusts

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on survivor option trusts, inapplicability of irrevocable trusts to younger clients and how to use disclaimers and riders to increase funded amounts. No offerings are scheduled pending course approval. *2 CH*

Irrevocable Life Insurance Trusts

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide in-depth information on irrevocable life insurance trusts and how they work, funded versus unfunded trusts, Crummey powers and life insurance policy options. No offerings are scheduled pending course approval. *2 CH*

National AG Underwriters Inc.

1997 Fall MPCI Update Meeting

This course addresses product knowledge crop insurance. The course is 8 hours of classroom instruction, which includes 2 hours of agent training, designed to provide information on 1997 revisions to the federal multi-peril crop insurance program, coverages and policies. The course is scheduled August 20, 1996. *6 CH*

North Central Crop Insurance

Crop Insurance Reform

This course addresses product knowledge crop insurance. The course is 7 hours of classroom instruction, which includes 1½ hours of agent training, designed to provide information on 1996 revisions to the federal multi-peril crop insurance program, coverages and policies. The course was offered March 13, 1996.

5.5 CH

United States Fidelity & Guaranty Company (USF & G)

Equipment Breakdown Coverage - It's not what it used to be

This course addresses product knowledge of business property and liability insurance. The course is 2 hours of classroom instruction designed to provide general information on boiler and machinery coverage, exposures and equipment coverage. The course is scheduled August 26, 1996. *2 CH*

Franklin Life Insurance Company

Flexible Premium Variable Life

This course addresses product knowledge of variable universal life insurance and ethics. The course is 17 hours of self-study correspondence, which includes 4½ hours of examination and examination preparation and 3½ hours of agent training, designed to provide specific information on Franklin Life Insurance Company variable universal life products, forms and procedures, variable universal life insurance, ethics of presenting variable universal life, risks and investment mix. This is an on-going offering. *9 CH*

Chicago Title Insurance Company

Montana Fall Underwriting Seminar

This course addresses product knowledge of title insurance. The course is 7 hours of classroom instruction, which includes 5½ hours of insurance continuing education, designed to provide specific information on railroad titles in rights-of-way, escrow liability, real property bankruptcy, and overburdening easements. The course is scheduled September 7, 1996. *5.5 CH*

State Farm Insurance

SFSL - Life Ratebook Review

This course addresses management. The course is 1 hour of classroom instruction designed to provide general information on ratebook assessment, underwriting and the use of mortgage amortization schedules, interest tables, mortality tables and discount table for premiums paid in advance. No offerings are scheduled pending course approval. *1 CH*

SFSL - Term Insurance

This course addresses product knowledge of term life insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide basic information on term life insurance and State Farm Insurance term insurance policies. No offerings are scheduled pending course approval. *.5 CH*

Estate Planning Concepts and Terminology

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide general information on estates, probate, estate taxes, the marital deduction and exceptions, unified credit, gifting, and using life insurance to pay estate taxes. No offerings are scheduled pending course approval. *3 CH*

United Insurance Educators, Inc.

The Living Estate

This course addresses product knowledge of life insurance and annuities. The course is 20 hours of self-study instruction, which includes 10 hours of insurance continuing education, designed to provide general information on estate planning, revocable and irrevocable trusts, gifting, oil & gas interests, life insurance and annuities as part of an estate and as part of an estate plan and pension plans. This is an on-going offering.

10 CH

Redland Insurance Company/American Agrisurance

1997 Fall Crop Insurance Update

This course addresses product knowledge crop insurance. The course is 4 hours of classroom instruction designed to provide information on 1997 revisions to the federal multi-peril crop insurance program, coverages and policies. The course is scheduled August 14, 1996. *4 CH*

National Association of Surety Bond Producers

The Changing Face of the Project Delivery Systems in the Construction Industry

This course addresses product knowledge of surety bonds and management. The course is 2 hours of classroom instruction designed to provide specific information on bid bonding, joint venture risks, bond applications, underwriting design/build projects, risk allocation among parties to construction and risk reduction. The course is scheduled August 14, 1996. *2 CH*

Insurance Business Consultants, Inc. on behalf of AAMGA University

Writing a Garage Risk

This course addresses product knowledge of business property and liability insurance. The course is 4 hours of classroom instruction designed to provide basic information on garage businesses, exposures, exclusions, employee liability, and coverage for garaged automobiles. The course is scheduled August 23, 1996. *4 CH*

The American College

The following course is part of the American College Registered Health Underwriter and Registered Employee Benefits Consultant certification programs.

HS 340 Managed Care and Other Health Insurance Topics *20 CH*

Sun Financial Group

PACES 1996

This course addresses product knowledge of life insurance. The course is 18 hours of classroom instruction, which includes 9 hours of insurance continuing education, designed to provide specific information on qualified plans, family limited partnerships, executive compensation and business succession planning. The course is scheduled August 25, 1996. *9 CH*

American Society of CLU & ChFC

1996 American General Life Advanced Planning Seminar

This course addresses product knowledge of life insurance and annuities. The course is 10 hours of classroom instruction designed to provide in-depth information on charitable giving, split-dollar life insurance planning and annuities in estate planning. The course is scheduled August 23, 1996. *10 CH*

Montana Land Title Association

The following course was included in the Course Review Summaries of September 14, 1995.

1995 Legislative Changes to Insurance Statutes and Administrative Rule Changes *2 CH*

The Merritt Company

Social Security and Medicare

This course addresses product knowledge of life and health insurance. The course is 10 hours of self-study correspondence designed to provide specific information on social security and medicare and how these social insurance programs work. This is an on-going offering. *2 CH*

Advanced Personal Lines

This course addresses product knowledge of property and casualty insurance. The course is 15 hours of self-study correspondence designed to provide general information on rating and underwriting, flood, specialty vehicle, mobile home, watercraft and inland marine insurance. This is an on-going offering. *10 CH*

State Farm Insurance

F796 - Commercial and Personal Umbrella Policies

This course addresses product knowledge of property and casualty insurance. The course is 2 hours of classroom instruction, which includes 1½ hours of insurance continuing education, designed to provide specific information on commercial an personal liability umbrella policies, underwriting guidelines, optional coverages, endorsements and exclusions. No offerings are scheduled pending course approval. *1.5 CH*

Estate Planning: Estate Planning Tools

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide basic information on life insurance and annuities as part of an estate and in estate planning. No offerings are scheduled pending course approval. *1 CH*

Estate Planning: Reports

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training designed to provide specific information on State Farm life insurance policies and general information on universal life insurance and second-to-die life insurance. No offerings are scheduled pending course approval. *.5 CH*

American Society of CLU & ChFC

The following courses are part of the American Society of CLU and ChFC designation programs.

National Study Group	*10 CH*
Estate Tax Planning with Corporate...	*2 CH*
1996 Keeping Current Clinic	*9 CH*

University of Great Falls

Employee Benefits & Group Insurance

This course addresses product knowledge of life and health insurance. The course is 3 semester credits designed to provide specific information on employee benefits, group insurance, social insurance, and qualified and unqualified programs. The course is scheduled September 1996. *45 CH*

Crop Growers Insurance, Inc.

1997 Fall Crop Insurance Update

This course addresses product knowledge crop insurance. The course is 8 hours of classroom instruction, which includes 2 hours of agent training, designed to provide information on 1997 revisions to the federal multi-peril crop insurance program, coverages and policies. The course is scheduled August 20, 1996. *6 CH*

Connole-Morton Schools

Annuities - Conceptual Framework and Practical Applications

This course addresses product knowledge of annuities. The course is 3 hours of classroom instruction designed to provide specific information on annuity concepts, contractual constraints, variable annuities and taxation of annuities. The course is scheduled October 29, 1996. *3 CH*

Credit Life and Disability - It's More Than You Think

This course addresses product knowledge of credit life and credit disability insurance. The course is 1 hour of classroom instruction designed to provide general information on credit life and disability insurance, indemnifying a lender from potential loss, uses of credit life and disability insurance and pricing these insurance products. The course is scheduled October 29, 1996. *1 CH*

Insurance Practice in the 21st Century - Legal and Ethical

This course addresses ethics. The course is 4 hours of classroom instruction designed to provide specific information on legal and ethical behavior by practices in the insurance industry. The course is scheduled October 29, 1996. *4 CH*

State Law Update - 1996

This course addresses marketing capability. The course is 1 hour of classroom instruction designed to provide specific information on changes made to the Montana insurance statutes during the 1995 legislative session. The course is scheduled October 29, 1996. *1 CH*

Insurance Producers on the Front Line - Are We Speaking/Understanding the Same Language?

This course addresses ethics and product knowledge. The course is 2 hours of classroom instruction designed to provide general information on making representations and explanations clear, providing interpretation not opinion to the insured and the binding affect of producer representations on the insurer. The course is scheduled October 29, 1996. *2 CH*

Judicial Review of Insurance Issues in Montana

This course addresses product knowledge. The course is 1 hour of classroom instruction designed to provide specific information on insurance issues addressed by Montana courts. The course is scheduled October 29, 1996. *1 CH*

Negligence vs. Intentional Conduct and the Insurance Contract

This course addresses ethics. The course is 1 hour of classroom instruction designed to provide general information on negligence, intentional conduct and punitive damages which may be assessed as a result of intentional conduct by the producer. The course is scheduled October 29, 1996. *1 CH*

Producer's Responsibility When the Insured is Sued

This course addresses ethics and management. The course is ½ hour of classroom instruction designed to provide general information on steps to take at the time of a claim, avoiding misrepresentation and considerations when communication with an insured. The course is scheduled October 29, 1996. *.5 CH*

Environmental Issues and the Insurance Producer

This course addresses product knowledge of comprehensive general liability coverage. The course is 1½ hours of classroom instruction designed to provide general information on liability coverages for and damages arising from pollution. The course is scheduled October 29, 1996. *1.5 CH*

Products Liability in Montana: A Legal Guide for the Insurance Producer

This course addresses product knowledge of casualty insurance. The course is 1 hour of classroom instruction designed to provide general information on product casualty coverage and business liability. The course is scheduled October 29, 1996. *1 CH*

Insurance Business Consultants, Inc. On behalf of AAMGA University

The Wholesaler and Personal Lines

This course addresses product knowledge of property and casualty insurance. The course is 4 hours of classroom instruction designed to provide basic information on automobile insurance and specialized vehicle coverage and property insurance. The course is scheduled August 25, 1996. *4 CH*

Exclusions and Limitations Do Not Always Hold Up

This course addresses management and product knowledge. The course is 4 hours of classroom instruction designed to provide general information on insurance contracts, legal interpretations, policy exclusions and limitations. The course is scheduled August 24, 1996 *4 CH*

National Business Institute, Inc.

Keys to Success in a Real Estate Transaction in Montana

This course addresses product knowledge of title insurance and ethics. The course is 7½ hours of classroom instruction, which includes 6 hours of insurance continuing education, designed to provide general information on real estate transactions, closing activities, rules of professional conduct,title examination and standard title coverage. The course is scheduled October 8, 1996. *6 CH*

Clientell, Inc.

Principles of Variable Annuity Portfolio Optimization

This course addresses product knowledge of variable annuities. The course is 2 3/4 hours of classroom instruction, designed to provide general information on variable annuity products and product mixes to maximize a portfolio. No offerings are scheduled pending course approval. *2.5 CH*

The American College

Advanced Estate Planning Concepts and Applications

This course addresses product knowledge of life insurance and annuities. The course is 16 hours of classroom instruction designed to provide specific information on life insurance trusts, charitable remainder trusts, split-dollar plans, and limited partnerships. The course is scheduled September 5, 1996. *16 CH*

Nationwide Life Insurance Company

Variable Universal Life

This course addresses product knowledge of variable universal life insurance. The course is 3 hours of classroom instruction designed to provide specific information on types of life insurance policies, illustrations, funding methods and endowments. No offerings are scheduled pending course approval. *3 CH*

National Institute of Forensic Studies

Insuring Modes of Transportation and Recreation

This course addresses product knowledge of vehicle insurance. The course is 15 hours of classroom instruction designed to provide general information on standard and non-standard vehicles and insurance coverage for each, underwriting, specialized uses and risks. The course is scheduled March 12, 1997. *15 CH*

Asset Preservation, Inc.

"Everything You Always To Know About IRC Section 1031 Tax-deferred Exchanges, But Were Afraid To Ask..."

This course addresses product knowledge of title insurance. The course is 3 hours of classroom instruction, which includes ½ hour of prospecting, designed to provide specific information on procedures required in a 1031 real property exchange and using Asset Preservation as the required qualified intermediary. The course was scheduled for June 1996. *2.5 CH*

Wealth Transfer Educational Systems

Institute for Advanced Wealth Transfer Strategies

This course addresses product knowledge life insurance. The course is 8 hours of classroom instruction designed to provide general information on funding trusts with life insurance, gifting of life insurance, charitable giving and life insurance as part of an estate plan. No offerings are scheduled pending course approval. *8 CH*

American Society of CLU & ChFC

New York Life Chairman's Council

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on using life insurance for charitable donations and using variable life insurance to fund a business or estate. The course is scheduled October 9, 1996. *2 CH*

The following courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

International Foundation of Employee Benefit Plans

Employee Benefit Concepts and Medical Care Benefits - CEBS Course I	*13 CH*
Disability Income and Other Welfare Benefit Plans: Design and Administration - CEBS Course II	*13 CH*
Retirement Plans: Basic Features and Defined Contribution Approaches - CEBS Course III	*13 CH*
Retirement Plans: Defined Benefit Approaches and Plan Administration - CEBS Course IV	*13 CH*
Contemporary Legal Environment of Employee Benefit Plans - CEBS Course V	*13 CH*
Accounting and Finance - CEBS Course VI	*12 CH*
Asset Management - CEBS Course VII	*10 CH*
Human Resources and Compensation Management - CEBS Course VIII	*13 CH*
Employee Benefit Plans and the Economy - CEBS Course IX	*13 CH*

Contemporary Benefit Issues and Administration - CEBS Course X

State Farm Insurance

Agent's School 4 - Pre Training	*5 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL
AGENDA

June 11, 1996
Sam Mitchell Building-Room 270
Telephone Conference- Helena

Call to order	3:30
Presentation of Administrative Rule Notice of Amendment and Adoption	3:35
Presentation of course summaries	3:40
Public Comment	3:55
Discussion of course summaries	4:10
Discussion of Administrative Rules	4:20
Council direction to staff	4:35
Administrative Details - Next Meetings	4:50

July 18, 1996 - 3:30, Advisory Council Meeting, Telephone Conference

August 22, 1996 - 3:30, Advisory Council Meeting, Telephone Conference

Adjourn	5:00

June 10, 1996

Insurance Continuing Education Advisory Council

Conference Call Minutes

June 11, 1996

The following are summary minutes of the Insurance Continuing Education Advisory Council.
The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Room 270, Sam Mitchell Building, at 3:30 p.m.

Members Present - via phone
Mark Nelson, Insurance Department Non-Voting Member
Tony Leenknecht, Montana Association of Life Underwriters Member
Ed Eck, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member

Staff Present
Mary Arnold, Continuing Education Program
Jeannie Davies, Recording Secretary
Michelle Huftel, Administrative Assistant

A list of others present is attached as Exhibit 1.

Presentation of Course Summaries
Arnold presented the course summaries.

Public Comment
None.

Discussion of Course Summaries

Bolt moved to accept the course summaries as presented and recommend course approval to the commissioner. Boon seconded the motion. Motion passed.

Discussion of Administrative Rules

Arnold presented the changes in the notice for proposed adoption of the continuing education rules. The effective date of the rules will be June 20, 1996.

Council Direction to Staff

The council discussed the computer programming problems with the insurance licenses and the revenue projections for the fiscal year.

Administrative Details - Next Meeting

The next meeting will be a teleconference on July 18, 1996 at 3:30 p.m.

The following teleconference meeting will be August 22, 1996 at 3:30 p.m.

Boon moved to adjourn the meeting. Bebee seconded the motion. Motion passed.

BEFORE THE STATE AUDITOR AND COMMISSIONER OF INSURANCE
OF THE STATE OF MONTANA

In the matter of the amendment of Rules 6.6.4102 and 6.6.4202 through 6.6.4204, 6.6.4207 and 6.6.4210 and the adoption of new Rules I (6.6.4211) and II (6.6.4212) pertaining to fee schedules and the Continuing Education Program for Insurance Producers and Consultants	NOTICE OF AMENDMENT AND ADOPTION

TO: All Interested Persons.

1. On April 25, 1996, the state auditor and commissioner of insurance of the state of Montana published notice of public hearing on the proposed amendment of Rules 6.6.4102 and 6.6.4202 through 6.6.4204, 6.6.4207 and 6.6.4210 and the adoption of new Rules I and II pertaining to fee schedules and the Continuing Education Program for Insurance Producers and Consultants. The notice was published at page 963 of the 1996 Montana Administrative Register, issue number 8.

2. The agency has amended Rules 6.6.4102, 6.6.4202, 6.6.4207, 6.6.4210, and adopted new Rule I (6.6.4211) and new Rule II (6.6.4212) exactly as proposed.

3. The agency has amended Rules 6.6.4203 and 6.6.4204 with the following changes:

6.6.4203 COURSE SUBMISSIONS (1) through (1)(p) remain the same as proposed.

(q) written notification of additional dates of course offering to the department ~~15~~3 days in advance.

(3) through (15) remain the same as proposed.

AUTH: 33-1-313 and 33-17-1206, MCA
IMP: 33-17-1204, MCA

6.6.4204 QUALIFICATIONS FOR INSTRUCTORS (1) through (3)(a) remain the same as proposed.

(b) Has intentionally falsified documents filed with the commissioner;

(c) Has intentionally misrepresented course approval, credit hour assignment, curriculum, or content of a course to students or prospective students;

(3)(d) through (5) remain the same as proposed.

AUTH: 33-1-313 and 33-17-1206, MCA
IMP: 33-17-1203 and 33-17-1204, MCA

4. A public hearing on the proposed rules was held on May 16, 1996. Fourteen persons, including five members of the

Montana Insurance Continuing Education Advisory Council, attended the hearing. Three persons presented data, views, arguments, or written submissions. There were no other written submissions. The agency has fully and thoroughly considered the submissions received on the proposed rules. The following is a summary of the comments received along with the responses of the Advisory Council and the agency to the comments:

COMMENTS REGARDING RULE 6.6.4202

Public Comment

Retain the definition of "hour" in Rule 6.6.4202(7).

Advisory Council Response

The advisory council recommends the rule revision remain as proposed.

Agency Response

The rule is amended as proposed. All references to which the definition referred have been deleted from the administrative rules and therefore there is no need for a definition of "hour".

COMMENTS REGARDING RULE 6.6.4203

Public Comment

Shorten the period of advance notification in Rule 6.6.4203(1)(q) to 3 business days.

Advisory Council Response

The advisory council recommends revising Rule 6.6.4203(1)(q) to read ". . . written notification of additional dates of course offering to the department 3 days in advance."

Agency Response

The agency concurs and revises the rule accordingly.

Public Comment

Amend Rule 6.6.4203(14) to include all sponsoring organizations as defined in ARM 6.6.4102(11).

Advisory Council Response

The advisory council recommends the rule revision remain as proposed.

Agency Response

The rule is amended as proposed. This comment is addressed by amendments to Rules 6.6.4202(11) and 6.6.4203(14)(b).

COMMENTS REGARDING RULE 6.6.4204

Public Comment

Add wording to Rule 6.6.4204(3)(b) and (c) to limit the scope of the rule to intentional action by the instructor.

Advisory Council Response

The advisory council recommends revising (3)(b) and (c) to read " . . .Has intentionally falsified documents . . ." and " . . . Has intentionally misrepresented course approval, . . ."

Agency Response

The agency concurs and revises the rule accordingly.

MARK O'KEEFE
State Auditor and
Commissioner of Insurance

By: _____
Claudia Clifford
Assistant State Auditor

By: _____
Gary L. Spaeth
Rules Reviewer

Certified to the Secretary of State this 7th day of June, 1996.

STATE OF MONTANA
STATE AUDITOR AND COMMISSIONER OF INSURANCE

(1) I, Mark O'Keefe, State Auditor and Commissioner of Insurance of the state of Montana, by virtue of and pursuant to the authority vested in me by Sections 33-1-313, 33-17-1206, 33-22-904, 33-22-907, MCA, do promulgate and adopt the annexed rules to-wit:

NEW: 6.6.4211 REQUESTS FOR RECONSIDERATION OF CREDIT HOUR ASSIGNMENT

6.6.4212 REQUESTS FOR RECONSIDERATION OF COURSE DISAPPROVAL

AMD: 6.6.4102 CONTINUING EDUCATION FEES

6.6.4202 DEFINITIONS

6.6.4203 COURSE SUBMISSIONS

6.6.4204 QUALIFICATIONS FOR INSTRUCTORS

6.6.4207 EXTENSIONS OF TIME FOR COURSE COMPLETIONS

6.6.4210 SANCTIONS AGAINST COURSES AND SPONSORING ORGANIZATION SUSPENSION

as permanent rules of this agency.

(2) This order, after first being recorded in the order register of the agency, shall be forwarded to the secretary of state for filing.

APPROVED AND ADOPTED JUNE 7, 1996

CERTIFIED TO THE
SECRETARY OF STATE JUNE 7, 1996

BY: _____
Claudia Clifford
Assistant State Auditor

_____
Gary L. Spaeth
Rules Reviewer

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

Franklin Life Insurance Company

Client Cultivation: Providing Quality Service	*3 CH*
Section 403 (b) Plans	*15 CH*

Fidelity Investments Institutional Services Co. Inc.

Variable Annuities, Client Needs Analysis/Asset Allocation	*.5 CH*

Life Instructors, Inc.

Advanced Technical Background for Needs Selling	*10 CH*
Basic Background for Needs Selling	*7 CH*
Annuities	*6 CH*
Insuring the Corporate Executive	*6 CH*
Non-Qualified Deferred Compensation	*8.5 CH*
IRA, SEP and Keogh Plans	*6.5 CH*
Buy/Sell and Business Valuation	*6.5 CH*
Variable Universal Life Insurance	*6 CH*
Pension Basics	*9 CH*
Disability Income Insurance	*6.5 CH*
Universal Life Insurance	*6 CH*
Split Dollar	*6 CH*
Permanent Whole Life Insurance	*6 CH*
An Overview of Business Insurance	*6 CH*
	10 CH

Horace Mann Insurance Company

Tax Deferred Life (403b)	*7 CH*

Sun Financial Group/Sun Life of Canada

Key Executive Benefits	*3 CH*
Non-qualified Executive Benefit	*1.5 CH*
Planning for Retirement Income	*2 CH*
Estate Conservation	*2.5 CH*
Charitable Giving	*3 CH*

Pictorial, Inc.

Annuity Concepts	*5 CH*
Business Continuation Training Course	*15 CH*
Business Insurance Concepts	*15 CH*
Estate Planning Concepts	*12 CH*
Estate Planning Training Course	*15 CH*
Financial Planning Process Course	*15 CH*
Financial Products Training Course	*13 CH*
Long Term Care	*3 CH*
Pension Planning Training Course	*15 CH*
Commercial Auto Coverage	*8 CH*
Commercial Auto Rating	*10 CH*
Commercial Crime Coverage	*10 CH*
Commercial Crime Rating	*10 CH*
Commercial General Liability Coverage	*10 CH*
Commercial General Liability Rating	*8 CH*
Commercial Inland Marine Coverage	*9 CH*
Commercial Insurance Packages	*8 CH*
Commercial Property Coverage	*10 CH*
Commercial Property Rating	*5 CH*
Business Insurance Basics	*7 CH*
Individual Retirement Accounts	*4 CH*
Interest-Sensitive Whole Life Basics	*5 CH*
Introduction to Life Insurance	*9 CH*
Needs Analysis	*13 CH*
Retirement Planning	*4 CH*
Universal Life Basics	*3 CH*
Variable Contracts	*5 CH*
Variable Universal Life Basics	*5 CH*
1984 Homeowners Coverage	*12 CH*
Dwelling and Homeowners Rating	*8 CH*
Dwelling Coverage	*12 CH*
Personal Auto Rating	*9 CH*
Personal Inland Marine & Watercraft Coverage	*10 CH*
Reinsurance Basics	*8 CH*
Umbrella Liability Coverage	*7 CH*
Underwriting Basics	*10 CH*
Workers Compensation Rating	*9 CH*

Society of Certified Insurance Service Representatives

Insuring Personal Residential Property	*7 CH*
Agency Operations	*5 CH*
Introduction to Commercial Casualty	*7 CH*
Introduction to Commercial Property	*7 CH*
Insuring Personal Automobile Exposures	*7 CH*
Dynamics of Service	*4 CH*

Society of Certified Insurance Counselors

Commercial Casualty Institute	*17 CH*
Agency Management Institute	*17 CH*
Commercial Property Institute	*17 CH*
Personal Lines Institute	*17 CH*
Life and Health Institute	*17 CH*
James K. Ruble Seminar/Contractors	*15 CH*
James K. Ruble Seminar/Financial Institutions	*15 CH*
James K. Ruble Seminar/Life and Benefits	*10 CH*
James K. Ruble Seminar/Managing People	*7 CH*
James K. Ruble Seminar/Personal Lines	*15 CH*
James K. Ruble Seminars/Truckers	*15 CH*
James K. Ruble Seminar/Risk Management	*15 CH*
James K. Ruble Seminar/Small Commercial	*15 CH*
James K. Ruble Seminar/Sales Management	*5.5 CH*
James K. Ruble Seminar/International	*15 CH*
James K. Ruble Seminar/Health Care Entities	*15 CH*
James K. Ruble Seminar/Large Commercial	*15 CH*
James K. Ruble Seminar/Agency Management Practices	*15 CH*
James K. Ruble Seminar/Funding Large Commercial	*15 CH*

Contractors Bonding and Insurance Company

License, Permit and Miscellaneous Bonds	*3 CH*
Court & Fiduciary bonds	*2 CH*
Court decisions on Bonding	*3 CH*
Contract Bonds: The Participants, the Underwriting and a Case Study	*3 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

NEFE/College for Financial Planning

1996 National Conference

This course addresses product knowledge and marketing of various life insurance and annuity products. The course is 20 hours of classroom instruction, which includes 9½ hours of organization activities, designed to provide specific information on charitable giving, executive compensation planning, using life insurance to minimize transfer tax and long-term care policies in health care estate planning. The course is scheduled July 25, 1996. *10.5 CH*

Clientell, Inc.

Estate Planning with Charitable Remainder Trust

This course addresses product knowledge of variable annuities. The course is 2 hours of classroom instruction designed to provide basic information on gift annuities, charitable remainder trusts, and funding CRTs with an annuity, bequests, pooled income funds, real estate as a funding mechanism, CRT tax benefits, unitrusts and net income unitrusts. No offerings are scheduled pending course approval. *1.5 CH*

Longevity Planning

This course addresses product knowledge of life insurance and annuities. The course is 1 hour of classroom instruction designed to provide general information on retirement planning, using annuities and insurance to fund non-qualified and qualified plans and distribution strategies. No offerings are scheduled pending course approval. *1 CH*

A Guide to Annuity Minimum Distribution

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide basic information on reducing the tax impact of annuities by altering distribution amounts and schedules. No offerings are scheduled pending course approval. *1 CH*

Pictorial, Inc.

The Car Policy: Personal Auto Coverage

This course addresses product knowledge of personal auto insurance. The course is 7 hours of self-study correspondence instruction, which includes 2 hours of agent training, designed to provide general information on coverages, declarations, definitions, liability and uninsured motorist coverage of the Prudential Car Policy. This is an on-going offering. *5 CH*

Prudential Homeowners Coverage

This course addresses product knowledge of homeowners insurance. The course is 10 hours of self-study correspondence instruction, which includes 3½ hours of agent training, designed to provide general information on the Prudential Homeowners policies, eligibility, property and liability coverages, declarations, coverage limits, conditions and Prudential endorsements. This is an on-going offering. *6.5 CH*

The Equitable

EQU Tax Institute

This course addresses product knowledge of qualified retirement plans. The course is 18 hours of classroom instruction, which includes 8 hours of insurance continuing education, designed to provide specific information on ERISA, qualified plans, 401(k) plans, qualified domestic relations orders and retirement planning. No offerings are scheduled pending course approval. *8 CH*

Principal Mutual-Individual

The Foundation - Providing a Base of Benefits with Qualified Plans

This course addresses product knowledge of qualified plans. The course is 3/4 of an hour of classroom instruction designed to provide basic information on qualified plans. No offerings are scheduled pending approval. *.5 CH*

Filling the Gap for Key Employees - Non Qualified Options to Enhance Retirement

This course addresses product knowledge of life insurance and annuities. The course is 2½ hours of classroom instruction designed to provide basic information on retirement plans, qualified versus non-qualified plans, executive bonus plans, group carveout and split dollar plans and annuities. No offerings are scheduled pending approval. *2.5 CH*

Are Americans Prepared?

This course addresses product knowledge and marketing of disability and life insurance. The course is 1 hour of classroom instruction designed to provide basic information on who needs life and disability insurance products and why they need those products. No offerings are scheduled pending approval. *1 CH*

Insurance Business Consultants, Inc. On behalf of AAMGA University

Commercial Policy Changes and How They Affect the Wholesaler

This course addresses product knowledge of commercial general liability and commercial property coverage. The course is 4 hours of classroom instruction designed to provide general information on coverages, exclusions, co-insurance, and definitions. The course is scheduled August 24, 1996. *4 CH*

Investment Centers of America

Basic Life Insurance Needs & Policy Analysis

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide basic information on life insurance policies, cash value and policy types. No offerings scheduled pending approval. *2 CH*

The American College

The following course is part of the American College CLU & ChFC certification programs.

HS 342 Executive Compensation *20 CH*

Clientell, Inc.

Fundamentals of Estate Planning

This course addresses product knowledge of life insurance and annuities. The course is 18 hours of classroom instruction, which includes 3 hours of agent training, designed to provide in-depth information on estate planning, trusts, charitable remainder trusts, GRITs, GRATs and GRUTs and non-qualified deferred compensation plans and the Smith Barney sales program. The course is scheduled July 18, 1996. *15 CH*

Franklin Life Insurance Company

The following Dearborn courses were included in the course review summaries of September 22, 1994.

Introduction to Life Underwriting	*10 CH*
Survey of Advanced Sales	*10 CH*
Business Insurance	*16 CH*

The following Pentera courses were included in the course review summaries of September 22, 1994.

Disability Income Training Course	*10 CH*
Retirement Planning Principles	*10 CH*
Annuities Training Course	*9 CH*

The following Pictorial courses were included in the course review summaries of February 4, 1994, June 29, 1994 and August 8, 1994.

Business Insurance Basics	*7 CH*
Universal Life Basics	*3 CH*
Business Insurance Concepts	*15 CH*
Long-Term Care	*3 CH*
Medicare and Medigap Insurance	*8 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Montana Agents Service Insurance Continuing Education

Business Insurance-Problems and Solutions, Errors and Omissions

This course addresses product knowledge and management of business insurance. The course is 5½ hours of classroom instruction, which includes 5 hours of insurance continuing education, designed to provide general information on errors and omissions, business life and health insurance, business organizations and their structure, and advantages and disadvantages of different coverage options. No offerings are scheduled pending course approval. *5 CH*

Retirement-Coordinating Social Insurance and Insurance Products

This course addresses product knowledge of life insurance and Social Security and ethics. The course is 5½ hours of classroom instruction, which includes 5 hours of insurance continuing education, designed to provide general information on long-term and short-term care insurance, medicare supplements and coordinating benefits with Medicare, Medicaid and Social Security, and ethics and protection of senior citizens from insurance fraud. No offerings are scheduled pending course approval. *5 CH*

Safeco Life Insurance Company

Market Conduct - Six Steps to Mental Health

This course addresses ethics and management. The course is 2 hours of classroom instruction, which includes ½ hour of agent training, designed to provide general information on ethical marketing and customer service practices. No offerings are scheduled pending course approval. *1.5 CH*

Clientell, Inc.

An Innovative Look at Variable Annuities

This course addresses product knowledge of variable annuities. The course is 2 hours of classroom instruction designed to provide general information on structuring variable annuity purchases to maximize gain. No offerings are scheduled pending course approval. *2 CH*

Wood Logan Associates, Inc.

Why Shelter a Shelter?

This course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide basic information on variable annuity purchase, performance, and comparisons with the performance of other similar investments. No offerings are scheduled pending course approval. *1 CH*

Separation of Service Considerations

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction, which includes ½ hour of insurance continuing education, designed to provide specific information on IRS section 72(t) (which discusses taxation of early distributions of retirement account funds) and using variable annuities as a qualified plan rollover vehicle. No offerings are scheduled pending course approval. *.5 CH*

NFC Consulting Group

Qualified Plan Distribution

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide basic information on funding fixed and variable annuities with qualified distributions. No offerings are scheduled pending course approval. *CH*

Fixed Annuities vs. Variable Annuities vs. Mutual Funds

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide basic information on the differences between fixed and variable annuities and mutual funds and the appropriate uses of each. No offering are scheduled pending course approval. *1 CH*

Advanced Annuity Concepts-Taxation & Contract Structure

This course addresses marketing and product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide basic information on annuitization and taxation of withdrawals and distributions. No offerings are scheduled pending course approval. *1 CH*

Variable Annuitization

This course addresses product knowledge of variable annuities. The course is 1 hour of classroom instruction designed to provide basic information on what a variable annuity is and how one works, the advantages and disadvantages and how to determine what investment is best for a client. No offerings are scheduled pending course approval. *1 CH*

State Farm Insurance

F896 - Disaster Seminar

This course addresses management. The course is 2 hours of classroom instruction, which includes ½ of videotape on Hurricane Andrew, designed to provide basic information on service to customers following a disaster, damages to expect, assistance available and disaster team responsibilities. No offerings are scheduled pending course approval. *1.5 CH*

Montana Insurance Education Foundation, Inc.

International Insurance -- IIAM Annual Convention

This course addresses product knowledge of property, health and liability insurance. The course is 2 hours of classroom instruction designed to provide basic information on exposures involved in international insurance, coverages available, identifying insureds who may have international exposures and how to select an international carrier. The course is scheduled July 25, 1996. *2 CH*

Pension Plans - Building A Retirement Fund

This course addresses product knowledge of pension plans. The course is 2 hours of classroom instruction designed to provide general information on pension plans, qualified and non-qualified plans and age-based defined contribution plans. The course is scheduled July 25, 1996. *2 CH*

Associated Aviation Underwriters

Introduction to Aviation Insurance

This course addresses product knowledge of aviation insurance. The course is 2 hours of classroom instruction, which includes ½ hours of agent training, designed to provide general information on aviation terminology and history, definitions of pilot and aircraft types, ratings and restrictions and liabilities. No offerings are currently scheduled. *1.5 CH*

Corporate Aviation Insurance

This course addresses product knowledge of corporate aviation insurance. The course is 3 hours of classroom instruction, which includes ½ hours of agent training, designed to provide general information on aviation terminology and history, definitions of pilot and aircraft types, ratings and restrictions and liabilities, policy coverages and exclusions, maintenance and record requirements. No offerings are currently scheduled. *2.5 CH*

Society of Certified Insurance Counselors

The following course is part of the CIC certification program.

James K. Ruble Seminar/Multiple Topics-1996 *15 CH*

Phoenix Home Life

Ideas for the Next Generation of Second-To-Die Planning

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide general information on irrevocable life insurance trusts and split dollar planning. The course is scheduled July 23, 1996. *2 CH*

State Farm Insurance

Introduction to Claims - Using ADA (Agent's Draft Authority)

This course addresses product knowledge of claims adjustment. The course is 3 hours of classroom instruction designed to provide general information on claims adjustment and settlement and agent limitations in using their draft authority. *3 CH*

Pacific Mutual Life Insurance Company

Estate Planning

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide specific information on probate administration, wills, living, unified credit, QTIP and irrevocable life insurance trusts and annuities and life insurance as estate funding vehicles. The course is scheduled August 1, 1996.

Montana Insurance Education Foundation, Inc.

The 1996 Commercial General Liability Policy

This course addresses product knowledge of commercial general liability insurance. The course is 4 hours of classroom instruction designed to provide specific information on insurance limits, coverages, exclusions and the commercial general liability insuring agreement. The course is scheduled July 24, 1996. *4 CH*

Northwestern Mutual Life Insurance Company

1996 Postgraduate Round Table

This course addresses product knowledge and management of non-qualified plans. The course is 2½ hours of classroom instruction designed to provide in-depth information on taxation of non-qualified plan benefits, benefit loss due to plan sponsor debts and insolvency, the affect of hostile takeovers and participant concern regarding new management honoring previous retirement contracts. The course is scheduled July 24, 1996. *2.5 CH*

Commonwealth Land Title Insurance Company

Commonwealth Agents Seminar: I. Entities Capable of Holding and Conveying Title II. Easements/Access

This course addresses product knowledge of title insurance. The course is 2 hours of classroom instruction designed to provide basic information on entities which may hold and transfer title to property, and easement terminology. This course is scheduled August 10, 1996. *2 CH*

First American Title Insurance

Annual Escrow Seminar-1996

This course addresses product knowledge of title insurance. The course is 10½ hours of classroom instruction designed to provide specific information on written closing instructions, the policy insuring clause, transfer of mobile homes, real estate lending, bankruptcy on real property. The course was scheduled June 6, 1996. *10.5 CH*

The following courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

Brokers License Services, Inc.

Introduction to Estate Planning *8 CH*

Western Reserve Life Assurance Co. Of Ohio

Business and Estate Planning Seminar *12 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL
AGENDA

May 16, 1996
Lee Metcalf Building, Room 111
Corporal Meeting - Helena

Call to order (following administrative rules hearing)	2:30
Approval of Minutes	2:35
For the meetings of January 25, 1996, February 15, 1996, March 20, 1996 and April 18, 1996	
Presentation on remaining Administrative Rules process	2:40
Presentation on Continuing Education Program Status	2:50
Presentation of course summaries	3:00
Public Comment	3:15
Break	3:45
Discussion of course summaries	4:00
Discussion of Administrative Rule hearing	4:20
Council direction to staff	4:45
Administrative Details - Next Meetings	5:00
June 11, 1996 - 3:30, Advisory Council Meeting, Telephone Conference	
July 18, 1996 - 3:30, Advisory Council Meeting, Telephone Conference	
Adjourn	5:00

May 15, 1996

Insurance Continuing Education Advisory Council

Conference Call Minutes

May 16, 1996

The following are summary minutes of the Insurance Continuing Education Advisory Council.
The meeting of the Insurance Continuing Education Advisory Council was called to order in Room 111, Lee Metcalf Building at 2:10 p.m., immediately following the administrative rules hearing.

Members Present via Phone
Ed Eck, Public Member
Tony Leenknecht, Montana Association of Life Underwriters Member

Members Present
Mark Nelson, Insurance Department Non-Voting Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Julie McDade, Public Member

Staff Present
Mary Arnold, Continuing Education Program
Jeannie Davies, Recording Secretary
Michelle Huftel, Administrative Assistant
Cathy Mudd, Licensing Technician

A list of others present is attached as Exhibit 1.

Approval of Minutes
Minutes for the meetings of January 25, 1996, February 15, 1996, March 20, 1996 and April 18, 1996 were presented. McDade moved to approve all of the minutes as presented. Leenknecht seconded the motion. Motion passed.

Presentation on Remaining Administrative Rules Process

Arnold discussed the remaining rules process. Council members will receive copies of any written comments and have opportunity to make a recommendation on the comments.

Presentation on Continuing Education Program Status

Arnold explained the ongoing difficulties in the licensing division due to computer problems. Licenses will be manually generated to keep up with continuing education filings.

Presentation of Course Summaries

Arnold presented the course summaries.

Public Comment

Ron Ashabraner made comment prior to the beginning of this meeting commending the staff on a job well done.

Discussion of Course Summaries

Leenknecht moved to recommend approval of the course summaries to the commissioner. Eck seconded the motion. Motion carried.

Discussion of Administrative Rules Hearing

The council discussed comments from the rules hearing.

Council Direction to Staff

There was none.

Administrative Details - Next Meeting

The next meetings will be a telephone conference on June 11, 1996 at 3:30 p.m. and a telephone conference on July 18, 1996 at 3:30 p.m.

Leenknecht moved to adjourn the meeting. Bebee seconded the motion. Motion passed. The meeting was adjourned at 2:40 p.m.

BEFORE THE STATE AUDITOR AND COMMISSIONER OF INSURANCE
OF THE STATE OF MONTANA

In the matter of the proposed amendment of Rules 6.6.4102 and 6.6.4202 through 4204, 6.6.4207 and 6.6.4210 and the proposed adoption of new rules I and II pertaining to fee schedules and the Continuing Education Program for Insurance Producers and Consultants	)))))))	NOTICE OF PUBLIC HEARING ON PROPOSED AMENDMENT AND ADOPTION

TO: All Interested Persons

1. On May 16, 1996, at 1:30 p.m., a public hearing will be held in Room 111, Lee Metcalf Building, 1520 East 6th Avenue, Helena, Montana, to consider the amendment of Rules 6.6.4102 and 6.6.4202 through 6.6.4204, 6.6.4207 and 6.6.4210, and the adoption of new rules I and II.

2. The proposed amendments and new rules provide as follows (new text is underlined; text to be deleted is interlined):

6.6.4102 CONTINUING EDUCATION FEES

(1) through (2)(a) remain the same.

(b) Submission of a course or program by an individual Montana insurance producer or consultant for review and one-time approval. $25.00

(b) remains the same but is renumbered (c).

(3) and (4) remain the same.

AUTH: 33-1-313, 33-2-708 and 33-17-1206, MCA
IMP: 33-2-708, 33-17-1204, 33-17-1205 and 33-17-1207, MCA

6.6.4202 DEFINITIONS For the purposes of this sub-chapter, the following terms have the following meanings:

(1) "Accredited ~~educational institution"~~ university or college" means an institution of higher learning that is certified by its appropriate accrediting agency to meet that agency's prescribed standards.

(2) through (6) remain the same.

~~(7) "Hour" means 60 minutes of time, of which at least 50 minutes must be of continuous instruction.~~

(8) remains the same but is renumbered (7).

~~(9)~~ (8) "Licensee" means an individual required to be licensed under Title 33, chapter 17, parts 2, 4 or 5, MCA~~, except for those licensees involved in the selling of credit life and disability insurance incidental to other noninsurance activities~~.

(10) and (11) remain the same but are renumbered (9) and (10).

~~(12)~~ (11) "Sponsoring organization" means any group(s) or organization(s) and their agent(s) that submits courses for department review and offers or provides approved courses for continuing education credit to allow licensees to meet the requirements of 33-17-1203 and 33-17-1204, MCA, and is responsible for those course offerings, or any individual Montana insurance producer or consultant who submits a course, pursuant to ARM 6.6.4203(14) for department review to allow that licensee to meet the requirements of 33-17-1203 and 33-17-1204, MCA.

AUTH: 33-1-313 and 33-17-1206, MCA
IMP: 33-17-1203 and 33-17-1204, MCA

6.6.4203 COURSE SUBMISSIONS (1) Except as provided in (14) below, the~~The~~ following standards, by which acceptability of submitted courses should be evaluated, must all be certified by the sponsoring organization:

(1)(a) through (2)(m) remain the same.

(n) instructors, if any;

(o) a designated contact person; ~~and~~

(p) a written explanation of examination security measures and examination administration methods~~.~~ ; and

(q) written notification of additional dates of course offering to the department 15 days in advance.

(3) Requests for approval of courses must be ~~filed with~~ received by the commissioner no less than ~~60~~ 15 days prior to the anticipated starting date of the course, except as provided in (14) below.

(4) through (7) remain the same.

(8) ~~A sponsoring organization may not schedule more than eight hours of class time in one day.~~

~~(9) Course~~Except as provided in (15) below, course approval is for a period of two years following the course approval date.

(10) remains the same but is renumbered (9).

(11) through (11)(g) remain the same but are renumbered (10) through (10)(g).

(h) computer science; or

(i) ~~required~~ pre-license training~~; or~~

~~(j) securities, other than variable contracts~~.

(12) remains the same but is renumbered (11).

~~(13)~~ (12) Based on the evaluation of the course material submitted, the number of credit hours assigned may, for some courses, be less than the total amount of time spent by the licensee in the course.

(14) remains the same but is renumbered (13).

(14) An individual Montana insurance producer or consultant who must meet the requirement of 33-17-1203, MCA, who submits a course for review and approval to meet that

requirement:

(a) Need not comply with (1)(a), (2)(g), (2)(k), (2)(m), (2)(p), (5)(a), (5)(b), (5)(c), (5)(d), (6), or (7) of this rule in preparing the course submission; and

(b) Must submit the course no more than 45 days after the date of offering.

(15) Any credit hours assigned to a course submitted as described in (14), are available only to the producer or consultant who made the course submission for that one offering.

AUTH: 33-1-313, 33-17-1206, MCA
IMP: 33-17-1204, MCA

6.6.4204 QUALIFICATIONS FOR INSTRUCTORS (1) through (1)(b)(iii) remain the same.

(2) No person will be qualified as an instructor who:

(a) Has had an insurance producer's or consultant's license suspended or revoked in Montana or any other state; ~~or~~

(b) ~~At the time of submission, has~~ Has any outstanding fines for insurance-related disciplinary offenses imposed by the commissioner or by any regulatory authority in any other state~~.~~;

(c) Has been found to have violated or not complied with a provision of Title 33, MCA, during a contested case proceeding within the preceding two years; or

(d) Has been found to have violated a rule, subpoena or order of the commissioner or by any regulatory authority in any other state, during a contested case proceeding within the preceding two years.

(3) ~~The character of an instructor, based on such information as prior felony and administrative history, may be considered in deciding instructor qualifications.~~ An instructor may be disqualified, if that person:

(a) Has been convicted of a felony;

(b) Has falsified documents filed with the commissioner;

(c) Has misrepresented course approval, credit hour assignment, curriculum, or content of a course to students or prospective students;

(d) Has solicited students as clients or recruited students as candidates for appointment by insurers or agencies during the instructional portion of a course offering; or

(e) Has been found to have violated other applicable statutes or administrative rules.

(4) and (5) remain the same.

AUTH: 33-1-313 and 33-17-1206, MCA
IMP: 33-17-1203 and 33-17-1204, MCA

6.6.4207 EXTENSIONS OF TIME FOR COURSE COMPLETIONS

(1) A licensee may request an extension of the period for required credit hour completion prior to the annual ~~filing~~

deadline set in 33-17-1203, MCA.

(2) through (4) remain the same.

AUTH: 33-1-313 and 33-17-1206, MCA
IMP: 2-4-631 and 33-17-1205, MCA

6.6.4210 SANCTIONS AGAINST COURSES AND SPONSORING ORGANIZATION SUSPENSION

(1) through (2) remain the same.

(3) The commissioner reserves authority to issue a cease and desist order under 33-1-318, MCA~~, in appropriate urgent cases~~.

AUTH: 33-1-313 and 33-17-1206, MCA
IMP: 33-17-1204 and 33-17-1205, MCA

NEW RULE I REQUESTS FOR RECONSIDERATION OF CREDIT HOUR ASSIGNMENT (1) A sponsoring organization may request reconsideration of the credit hours assigned to a course. Such requests must:

(a) Be in writing;

(b) Include any additional supporting documentation on which the request is based; and

(c) Be submitted to the commissioner within 20 business days of notification to the sponsoring organization of assignment of credit hours to the course.

(2) Requests for reconsideration, the original course submission and any additional materials provided to support the request will be presented at the next corporal meeting, as defined in 2-3-202, MCA, of the advisory council.

(3) After evaluating the request for reconsideration, the advisory council may recommend to the commissioner to increase, decrease or maintain the credit hours assigned to the course.

(4) The commissioner will review the recommendation of the advisory council and assign credit hours to the course.

(5) Increased credit hours assigned to a course by the commissioner will be granted to licensees who complete the course after the submission date of the request for reconsideration of credit hour assignment.

(6) Decreased credit hours assigned to a course by the commissioner will be granted to licensees who complete the course after notification to the sponsoring organization of assignment of revised credit hours to the course.

AUTH: 33-1-313 and 33-17-1206, MCA
IMP: 33-17-1204, MCA

NEW RULE II REQUESTS FOR RECONSIDERATION OF COURSE DISAPPROVAL (1) A sponsoring organization may request reconsideration of the disapproval of a course. Such requests

must:

(a) Be in writing;

(b) Include any additional supporting documentation on which the request is based; and

(c) Be submitted to the commissioner within 20 business days of notification to the sponsoring organization of disapproval of the course.

(2) Requests for reconsideration, the original course submission and any additional materials provided to support the request will be presented at the next corporal meeting, as defined in 2-3-202, MCA, of the advisory council.

(3) After evaluating the request for reconsideration, the advisory council may recommend to the commissioner to approve or disapprove the course.

(4) The commissioner will review the recommendation of the advisory council and approve or disapprove the course.

(5) Credit hours assigned a course approved by the commissioner will be granted to licensees who complete the course after the submission date of the request for reconsideration of course disapproval.

AUTH: 33-1-313 and 33-17-1206, MCA
IMP: 33-17-1204, MCA

REASON: Changes have been made to correct grammar, style and format.

6.6.4102: Is amended to include fees for individual submission of courses.

6.6.4202: (1) and (7) are amended for clarity.

(9) is amended to include 1995 legislative changes.

(12) is amended to include individual insurance licensee submission of courses.

6.6.4203: (1) through (14) are amended for clarity.

New sections (14) and (15) are included to provide a method for individual insurance licensee submission of courses.

6.6.4204: (2)(b) is amended for clarity.

New subsections (c) and (d) are included for clarity.

(3) is struck and new subsections (a) through (e) are included for clarity.

6.6.4207: Is amended for clarity.

6.6.4210(3) is amended for clarity.

New Rule I: Is included to provide a method for course credit hour assignment appeal.

New Rule II: Is included to provide a method for course disapproval appeal.

3. Interested persons may present their data, views, or arguments, either orally or in writing, at the hearing. Written data, views, or arguments may also be submitted to Mary A. Arnold, Montana Insurance Department, P.O. Box 4009, Helena, Montana, 59604, and must be received no later than May

28, 1996.

4. The State Auditor's Office will make reasonable accommodations for persons with disabilities who wish to participate in this public hearing. If you require an accommodation, contact the Department no later than 5:00 p.m., May 9, 1996, to advise us as to the nature of the accommodation needed. Please contact Mary A. Arnold, Montana Insurance Department, P.O. Box 4009, Helena, Montana 59604.

5. Gary L. Spaeth has been designated to preside over and conduct the hearing.

MARK O'KEEFE, State Auditor
and Commissioner of Insurance

By: /s/ G. Russell Harper
G. Russell Harper
Deputy State Auditor

By: /s/ Elizabeth A. O'Halloran
Elizabeth A. O'Halloran
for Gary Spaeth
Rules Reviewer

Certified to the Secretary of State this 12th day of April, 1996.

Insurance Continuing Education Advisory Council

Conference Call Minutes

April 18, 1996

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 p.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Tony Leenknecht, Montana Association of Life Underwriters Member
Ed Eck, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Julia McDade

Staff Present

Mary Arnold, Continuing Education Program
Jeannie Davies, Recording Secretary

A list of others present is attached as Exhibit 1.

Presentation of Course Summaries

Arnold presented the course summaries. Tony will audit the course Long Term Care 1094 - 2 hours and 15 minutes in length and send comments to the Department.

Corrections to the summaries were noted and will be completed by the Department.

Discussion of Administrative Rule Hearing

A public hearing will be held on May 16, 1996, at 1:30 p.m. to consider the amendment of Rules 6.6.4102 and 6.6.4201 through 6.6.4210.

Public Comment

No public was present.

Discussion of Course Summaries

Tony motioned to pull Investment Centers of America and request additional information. Robin seconded the motion. All in favor.

Tony moved to accept the rest of the course submissions. Bebee seconded the motion. All in favor.

Council Direction to Staff

None.

Administrative Details - Next Meeting

Administrative rules hearing will be held on May 16, 1996, at 1:30 p.m. in the Lee Metcalf Building, Room 111.

Advisory Council meeting will be held May 16, 1996, at 3:00 p.m. or immediately following the administrative rules hearing.

The following meeting will be held a telephone conference on June 11, 1996, at 3:30 p.m.

Robin moved to adjourn the meeting. Eck seconded the motion. All in favor.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

All courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

The American College

HS 312 Group Health Insurance	*15 CH*
HS 315 Property and Liability	*15 CH*
HS 320 Fundamentals of Financial Planning	*15 CH*
HS 321 Income Taxation	*15 CH*
HS 322 The Financial System in the Economy	*15 CH*
HS 323 Individual Life Insurance	*15 CH*
HS 325 Group Benefits	*15 CH*
HS 326 Planning for Retirement Needs	*15 CH*
HS 328 Investments	*15 CH*
HS 329 Wealth Accumulation	*15 CH*
HS 330 Fundamentals of Estate Planning I	*15 CH*
HS 331 Planning for Business Owners and Professionals	*15 CH*
HS 332 Financial Planning Applications	*15 CH*
HS 334 Fundamentals of Estate Planning II	*15 CH*
HS 336 Financial Decision Making at Retirement	*15 CH*
CE 110 Choosing the Best Qualified Retirement Plan	*5 CH*
CE 111 Wealth Accumulation Planning and the Role of Insurance	*5 CH*
CE 112 Social Security	*3 CH*
CE 113 Introduction to Estate and Gift Tax Planning	*4 CH*

CE 114 Introduction to Retirement Planning	*3 CH*
CE 115 Disability Income Insurance	*3 CH*
CE 116 The Use of Life Insurance in Estate Planning	*3 CH*
CE 117 Federal Gift Taxation	*3 CH*
CE 118 Nonqualified Deferred-Compensation Plans	*3 CH*
CE 119 The Valuation of a Closely Held Business	*3 CH*
CE 120 Charitable Giving as an Estate Planning Technique	*3 CH*
CE 130 Ethics in Life Insurance and Related Financial Services	*8 CH*
CE 150 Insurance and Financial Planning for the Older Client	*15 CH*
CE 151 Managing Sales Professionals	*2 CH*
CE 152 Disability Income: The Changing Environment	*15 CH*
CE 153 Retirement Savings Plans	*15 CH*
CE 201 Meeting the Need for Long Term Care	*3 CH*
CE 204 Choosing a Retirement Plan for the Business & Business Owner	*3 CH*
CE 205 Planning for Retirement Distributions from Qualified Plans and IRAs	*3 CH*
CE 208 Ethical Decisions in Life Insurance	*3 CH*
CE 209 Cafeteria Plans: Concepts and Design	*3 CH*
CE 210 Age Weighted Profit Sharing Plans	*3 CH*
CE 211 Understanding and Explaining First-and Second-To-Die Life Insurance Products	*3 CH*
CE 212 Understanding and Explaining Variable Life and Variable Annuity Products	*3 CH*
CE 213 The Role of Insurance Protection in Financial Planning	*3 CH*
CE 214 Estate Planning Strategies Using Life Insurance	*3 CH*
Insurance & Financial Planning for the Older Client	*6.5 CH*
GS 803 Financial Statement Analysis	*15 CH*
GS 805 Managing the Financial Services Enterprise	*7 CH*
GS 810 Financial Institutions	*7 CH*
GS 811 Security Analysis and Portfolio Management	*15 CH*
GS 812 Business Valuation	*15 CH*
GS 814 Advanced Pension and Retirement Planning I	*15 CH*
GS 815 Advanced Estate Planning I	*15 CH*
GS 816 Advanced Estate Planning II	*15 CH*
GS 817 Personal Tax Planning	*15 CH*
GS 818 Estate and Gift Tax Law and Planning	*20 CH*
GS 821 Professionals and Organizational Behavior	*2 CH*
GS 822 Human Resource Management	*2 CH*
GS 823 Marketing Management	*7 CH*
GS 824 Decision Making in Financial Services	*2 CH*
GS 825 Strategic Management Planning Applications	*7 CH*

GS 831 Ethics and Human Values *12 CH*

GS 841 Professional Self-Management *2 CH*
GS 842 Executive Compensation *15 CH*
GS 843 Advanced Pension and Retirement Planning II *15 CH*
GS 845 Business Tax Planning *15 CH*

Institute of Business & Finance (formerly Institute of Certified Fund Specialists)

Certified Fund Specialist *12 CH*

MGA Insurance Company, Inc. (Gainsco)

General Liability Seminar *4.5 CH*
Auto Garage Seminar *4.5 CH*
Comercial Auto Seminar *3 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Principal Mutual-Individual

Taxes, Lawsuits and Family Conflict: A Course in Keeping What's Yours

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on inheritance issues, estate taxes, asset valuation, creation of a family limited partnership, using life insurance to replace charitable gifts and replacing the estate with life insurance. The course was offered May 3, 1996. *1.5 CH*

Business Entities/Risk Management

This course addresses marketing of business insurance. The course is 2 hours of classroom instruction, which includes ½ hour of motivation, designed to provide basic information on business entities and identify the differences between sole proprietorships, partnerships, limited partnerships, S and C corporations, and business risk management, key employee insurance coverage, debt protection coverage, and motivational language. No offerings scheduled pending approval. *1.5 CH*

Employee Benefits - Current Benefits (DI)

This course addresses product knowledge and marketing of disability insurance. The course is 2 hours of classroom instruction designed to provide general information on selling disability insurance, motivating the buyer, disability executive bonus and split dollar plans. No offerings are scheduled pending approval. *2 CH*

Business Succession (Estate Planning)

This course addresses product knowledge and marketing of life insurance. The course is 3 hours of classroom instruction designed to provide specific information on a three step estate planning process, estate liquidity, and overcoming client resistance. No offerings are scheduled pending course approval. *3 CH*

Business Succession (Buy-Sell)

This course addresses product knowledge and marketing of life insurance. The course is 3 hours of classroom instruction designed to provide general information on funding buy-sell agreements with life insurance products. No offerings are scheduled pending approval. *3 CH*

Employee Benefits - Retirement Planning

This course addresses product knowledge and marketing of life insurance. The course is 6 hours of classroom instruction designed to provide general information on funding pensions, non-qualified plans, split dollar and executive bonus plans with life insurance products. No offerings are scheduled pending approval. *6 CH*

John Hancock Mutual Life Insurance Company

The Dangers of Good Estate Planning to Your Clients Long-Term Care Health

This course addresses product knowledge of health insurance. The course is 3 hours of video teleconference designed to provide in-depth information on the effects of various estate plans--GRITs, GRATs, Q-TIP Trusts and charitable remainder trusts have on determination of nursing home payment sources and methods to reduce the impact of long-term care on an estate value. The course was offered April 30, 1996. *3 CH*

401(k) Plans

This course addresses product knowledge of life insurance. The course is 6 hours of self study correspondence designed to provide specific information on 401 (k) plans, the Internal Revenue Service codes, employer plan options and the inclusion of life insurance as a 401(k) plan investment option. This is an on-going offering. *3.5 CH*

Pensions and Profit Sharing

This course addresses product knowledge of retirement plans. The course is 30 hours of self study correspondence designed to provide specific information on IRAs, SEPs, pensions and profit-sharing, qualified plans and funding with trusts, annuities and life insurance. This is an on-going offering. *15 CH*

Variable Contracts

This course addresses product knowledge of variable annuities. The course is 11 hours of self study correspondence designed to provide specific information on life insurance, universal life insurance variable universal life insurance, annuity contracts, and regulation of annuity and variable annuity contracts. This is an on-going offering. *8 CH*

NAPSLO (National Association of Professional Surplus Lines Offices)

1996 Excess & Surplus Lines School

This course addresses product knowledge of excess and surplus lines insurance. The course is 24 hours of classroom instruction, which includes 8 hours of convention activities, designed to provide specific information on the surplus lines market, financial statements of surplus lines insurers, regulation, distribution and MGAs. The course is scheduled June 17, 1996. *16 CH*

National Association of Surety Bond Producers

Privatization of Public Sector Construction: The Challenge for Suretyship

This course addresses product knowledge of surety bonds. The course is 4 hours of classroom instruction designed to provide specific information on federal, international and state/local privatized construction project bonding, due diligence and elements of successful transactions. The course is scheduled June 7, 1996. *3.5 CH*

Rounding Out Your Book of Business with Non-Contract Bonds

This course addresses product knowledge of surety bonds. The course is 4 hours of classroom instruction designed to provide general information on license, permit, public official, fiduciary, judicial and miscellaneous bonds and underwriting considerations for non-contract bonds. The course is scheduled June 7, 1996. *3.5 CH*

Insurance Business Consultants, Inc.

Trucking Risks II

This course addresses product knowledge of commercial property insurance. The course is 12 hours of classroom instruction designed to provide general information on cargo responsibility, trucking regulation, inland marine coverage, co-insurance, physical; damage to the load, general liability, workers compensation and underwriting considerations. The course is scheduled June 11, 1996. *12 CH*

Terry Payne & Co., Inc.

Human Factors in Accident Causation (HFAC)

This course addresses management of risk. The course is 40 hours of classroom instruction, which includes 7 hours of insurance continuing education, designed to provide specific information on human error, stress, transportation accident causation and resulting insurance claims. The course is scheduled June 10, 1996. *7 CH*

Pictorial, Inc.

We're All Accountable - 1st Edition

This course addresses management. The course is 15 hours of self study correspondence designed to provide general information on insurance industry accounting. This is an on-going offering. *10 CH*

Noble Continuing Education

Noble - 1995 Montana Insurance Law Changes

This course addresses ethics. The course is 3 hours of self study correspondence designed to provide specific information on the 1995 legislative changes to the Montana insurance statutes. This is an on-going offering. *1 CH*

Farm Bureau Life Education Services

Basic Estate Planning

This course addresses product knowledge of estate plans. The course is 2 hours of classroom instruction designed to provide basic information on the estate planning process and funding. The course is scheduled July 9, 1996. *2 CH*

National Structured Settlements Trade Association

1996 Annual Meeting & Conference

This course addresses product knowledge of structured settlements. The course is 25½ hours of classroom instruction, which includes 10½ hours of general conference activities, designed to provide specific information on business ethics, federal legislation, state guaranty funds, licensing compliance and asset allocation in annuities. The course was held May 30, 1996. *15 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

First American Title Insurance

1996 Intermediate/Advance Title Class

This course addresses product knowledge of title insurance. The course is 10½ hours of classroom instruction designed to provide specific information on access and survey issues, Montana Uniform Probate Code, underwriting, bankruptcy issues in title examination and policy procedures. This course was held May 2, 1996. *10.5 CH*

American Society of CLU & ChFc

Life Insurance & Qualified Plans

This course addresses product knowledge of life insurance. The course is 2 hours of video teleconference designed to provide specific information on retirement income, qualified plan taxation, minimizing estate taxes and using life insurance cash values to fund retirement benefits. This course is scheduled June 27, 1996. *2 CH*

Advanced Education Services

Annuity Update

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide basic information on annuities, definitions, classification of annuities, payment options, distribution of proceeds and taxation issues. No offerings are scheduled pending approval of the course. *2 CH*

The American College

The following courses are part of the CLU certification program

CE 121 Fixed and Variable Annuities and Their Taxation *5 CH*
HS 324 Life Insurance Law (REVISED) *15 CH*

Mountain West Farm Bureau

Property/Casualty School II

This course addresses product knowledge of property and casualty insurance. The course is 23½ hours of classroom instruction, which includes 16 hours of agent training, designed to provide specific information on commercial lines underwriting, and optional coverages, personal lines, brokerage, ethics, claims, proficiency in the completion of applications and worksheets used by Mountain West. The course is scheduled October 7, 1996. *7.5 CH*

American Institute for CPCU/Insurance Institute of America

The following courses ar part of the Chartered Property Casualty Underwriter designation program.

AU 65 - Commercial Underwriters - Principles & Property *20 CH*
AU 66 - Commercial Underwriters - Liability & Advanced Techniques *20 CH*

SAFECO Life Insurance Company

Expert Term Series

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction, which includes 1½ hours of agent training, designed to provide general information on term life insurance and business buy-sell, two new Safeco life products, rates, premiums, comparisons with other companys' policy costs and an automatic prospecting program. No offerings scheduled pending approval of this course. *1.5 CH*

American Society of CLU & ChFc

Distribution of Income

This course addresses product knowledge of life insurance. The course is 3 hours of video teleconference designed to provide specific information on life insurance retirement plan alternatives and maximizing retirement income. The course is scheduled May 15, 1996. *3 CH*

The Variable Annuity Life Insurance Company (VALIC)

Retirement Estate Planning

This course addresses product knowledge of retirement planning. The course is 2 hours of classroom instruction designed to provide specific information on estate planning, disposition of property, taxation, trusts--including, irrevocable life insurance trusts, non-qualified deferred annuities, qualified plans and excess distributions. The course is scheduled June 13, 1996. *2 CH*

State Farm Insurance

A696 - Fleet Processing

This course addresses product knowledge of business automobile insurance. The course is 2 hours of classroom instruction, which includes 1 hour of agent training, designed to provide general information on business vehicle fleets, rating and exclusions and specific information on completing State Farm policy and application forms and using rate books. No offerings are scheduled pending approval. *1 CH*

Mass Mutual

The Need for Income Protection

This course addresses product knowledge of disability insurance. The course is 2 hours of classroom instruction designed to provide in-depth information on disability insurance definitions, policy provisions, waiting periods, premium waiver, benefit period, optional riders and other products which also are used to provide disability coverage. The course is scheduled June 10, 1996. *2 CH*

The Life Underwriter Training Council

MDRT '96 (Million Dollar Round Table)

This course addresses product knowledge of life insurance. The course is 38 hours of classroom instruction, which includes 8 hours of insurance continuing education, designed to provide specific information on life insurance in retirement planning, group insurance, advanced estate planning using life insurance, roll-out split dollar plans, disability income insurance, business life insurance and annuities in 6 concurrent multiple offering sessions and 2 general sessions. The course is scheduled June 9, 1996. *8 CH*

Talbot Financial Distributors

Indexing in the 90's

This course addresses product knowledge of annuities. The course is 2 hours of classroom instruction designed to provide specific information on interest and equity indexing of annuities and fixed annuity hedging. No course offerings are scheduled pending course approval. *2 CH*

American Trust Administrators, Inc.

Concepts of Self-Funding

This course addresses product knowledge of self-funded insurance coverage. The course is 1 hour of classroom instruction designed to provide basic information on self insuring and self funding insurance coverage, stop loss and risk evaluation and cost projections. No offerings are scheduled pending approval. *1 CH*

National Association of Insurance Women

Doing Our Part in Solving the Long Term Care Need

This course addresses product knowledge of long term care insurance. The course is 2 hours of classroom instruction designed to provide general information on long term care coverage, other risks, definitions and the effect of increasing health care costs. The course is scheduled June 20, 1996. *2 CH*

Colonial Life & Accident Insurance Company

Initial Diagnosis

This course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction, which includes 2 hours of agent training, designed to provide specific information on the Colonial Life Initial Diagnosis of Cancer policy, diagnostic tests and what test interpretation means, underwriting the policy and eligibility guidelines. No offerings are scheduled pending course approval. *1 CH*

The following courses on this summary are submitted as renewal of courses reviewed and approved during 1994. Sponsoring organizations have certified by this renewal submission that these courses will continue to be offered as originally submitted.

Professional Insurance Agents of Montana, Inc.

Preventing E&O No-Nos	*5 CH*

Insurance Business Consultants, Inc. On behalf of AAMGA University

Professional Liability Insurance Seminar	*10 CH*
General Liability, Umbrella/Excess Liability	*10 CH*

Insurance Continuing Education Advisory Council

Conference Call Minutes

April 18, 1995

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 p.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Tony Leenknecht, Montana Association of Life Underwriters Member
Ed Eck, Public Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Julia McDade, Public Member

Staff Present

Mary Arnold, Continuing Education Program
Jeannie Davies, Recording Secretary

A list of others present is attached as Exhibit 1.

Presentation of Course Summaries

Arnold presented the course summaries. Leenknecht will audit the Time/Fortis course, Long Term Care 1094, and send comments to the Department.

Corrections to the summaries were noted: on page 9, the Northwestern Mutual Life course, A CPA's Interview... is

scheduled June 28, 1996 and page 8, the State Farm course, L796-SEPs...addresses product knowledge of annuities.

Discussion of Administrative Rule Hearing

A public hearing will be held on May 16, 1996, at 1:30 p.m. to consider the amendment of Rules 6.6.4102 and 6.6.4201 through 6.6.4210.

Public Comment

No members of the public were present.

Discussion of Course Summaries

Leenknecht moved to withdraw the Investment Centers of America course,Basic Life Insurance Needs...from consideration and request additional information from the sponsoring organization. Boon seconded the motion. The motion passed unanimously.

Leenknecht moved to recommend the rest of the course submissions for approval. Bebee seconded the motion. The motion passed unanimously.

Administrative Details - Next Meeting

The administrative rules hearing will be held on May 16, 1996, at 1:30 p.m. in the Lee Metcalf Building, Room 111.

The Advisory Council meeting will be held May 16, 1996, at 3:00 p.m. or immediately following the administrative rules hearing.

The following meeting will be held a telephone conference on June 11, 1996, at 3:30 p.m.

Boon moved to adjourn the meeting. Eck seconded the motion. The motion passed unanimously.

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

Meeting - April 18, 1996

NAME & ADDRESS	ORGANIZATION REPRESENTED	TELEPHONE NUMBER
no members of public present		

Please print

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Allied Group

Personal Lines Agents Seminar

This course addresses product knowledge of automobile and homeowners insurance. The course is 34 hours of classroom instruction, which includes 15½ hours of agent training, designed to provide general information on personal auto and homeowners coverages, declarations, endorsements, riders and liabilities, the Allied Group ASPEN computer program operation and uses, policy form completion and prospecting methods. This course replaces course #92-1000-002. The course is scheduled May 20, 1996. *15 CH*

Mid-State School of Insurance

So Sue Me

This course addresses ethics. The course is 4 hours of classroom instruction designed to provide instruction on insurance fraud and contract law as it relates to insurance contracts. This course replaces course number 190-1000-005. No offering currently scheduled. *4 CH*

Our Greatest Fear

This course addresses product knowledge of life and health insurance. The course is 6 hours of classroom instruction designed to provide general information on long term care, acceleration of death benefits, Medicare supplements and Medicaid. This course replaces course number 190-1000-004. No offering currently scheduled. *6 CH*

Nationwide Life Insurance Co.

Introduction to 403 (b) Plans

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide specific instruction on funding vehicles, limitations, requirements, loans from and contributions to 403 (b) plans. No offerings are scheduled pending approval. *2 CH*

Gary D. Knopp's Insurance Institute

Needs Analysis

This Pictorial course was summarized in the materials for the Advisory Council meeting of June 29, 1994. *13 CH*

Personal Inland Marine & Watercraft Coverages

This Pictorial course was summarized in the materials for the Advisory Council meeting of June 29, 1994. *13 CH*

Primerica Life Insurance Company

Underwriting Practices and Services

This course addresses product knowledge of insurance underwriting and ethics. The course is 8 hours of video teleconference, which includes 1 hour of agent training, designed to provide general information on underwriting, risk classifications, underwriting tools, medical underwriting and Primerica form completion. The course is scheduled June 23, 1996. *7 CH*

Advanced Education Services, Inc.

Wealth Replacement Using Life Insurance

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on charitable remainder annuity trusts and charitable remainder unitrusts, the transfer of insurance policies and inclusion of life insurance in an estate, and term, whole, universal and variable universal life policies. The course is scheduled May 10, 1996. *2 CH*

The Role of Life Insurance in Estate/Retirement Planning

This course addresses product knowledge of life insurance. The course is 12 hours of classroom instruction, which includes 2 hours of agent training, designed to provide in-depth information on charitable remainder annuity trusts and charitable remainder unitrusts, irrevocable life insurance trusts, the transfer of insurance policies and inclusion of life insurance in an estate, and term, whole, universal and variable universal life policies. No offerings are scheduled pending approval. *10 CH*

The Life Underwriter Training Council

Ethics & Marketplace Practice Review

This course was summarized in the materials for the Advisory Council meeting of February 15, 1995. *2 CH*

The following courses are offered as part of the LUTC designation program.

Meeting Client Needs *15 CH*
Employee Benefits *15 CH*

The University of Montana School of Law

Sophisticated Income, Gift and Estate Tax Planning for Individuals and Closely Held Businesses

This course addresses product knowledge of various insurance products. The course is 10 hours of classroom instruction designed to provide specific information on estate planning for family limited partnerships, buy-sell agreements, grantor retained annuity trusts, estates which include retirement plans, business valuation, estate freezes and using insurance products to accumulate preserve and distribute an estate. This course was held November 3, 1995. *10 CH*

Hendrickson, Miller & Associates, Inc.

Understanding Qualified Retirement Plans

This course addresses product knowledge of life insurance and annuities and ethics. The course is 8 hours of classroom instruction designed to provide specific information on the actuarial basis of qualified retirement plans. The course is scheduled May 14, 1996. *8 CH*

American Society of CLU & ChFc

New York Life VTC 1996

This course addresses product knowledge of variable life insurance. The course is 3 hours of video teleconference designed to provide specific information on estate and business planning using variable life, split dollar plans using variable life policies and market conduct and compliance. The course is scheduled May 30, 1996. *3 CH*

AON Risk Services Companies, Inc. (previously Rollins Hudig Hall)

Retrospective Rating Program

This course addresses product knowledge of the AON Retrospective Rating program. The course is 6½ hours of classroom instruction, which includes 2 hours of agent training, designed to provide specific information on negotiated premium rate setting based on the insureds' own losses. The course is scheduled May 30, 1996. *4.5 CH*

Mountain West Farm Bureau

Long Term Care & Medicare Supplements

This course addresses product knowledge of long term care insurance. The course is 2 hours of classroom instruction, which includes 1 hour of agent training, designed to provide basic information on long term care insurance, AMEX long term care products and contract features and Medicare supplement policies. The course was held February 13, 1996. *1 CH*

The American Surety Association

Specialty Surety School

This course addresses product knowledge of surety. The course is 17 hours of classroom instruction, which includes three cycles of concurrent session offerings, designed to provide specific information on underwriting criteria, financial analysis, alternative underwriting and legal developments. The course was held February 22, 1996. *14 CH*

CIGNA/Connecticut General Life Insurance

Training for the Future - 1996

This course addresses product knowledge and marketing capability. The course is 30 hours of classroom, which includes 16 hours of insurance continuing education, designed to provide information on fee based planning, charitable planning, retirement and business continuity planning. The course was held March 10, 1996. *16 CH*

Clientell, Inc.

V.A.S.T. (Variable Annuities & Securities Training)

This course addresses product knowledge of variable annuities. The course is 2 hours of classroom instruction designed to provide general information on variable annuities, diversification, risk awareness and equities. The course was held January 30, 1996. *2 CH*

Stewart Title Guaranty Company

Title Examiner Training Course, May 1996

This course addresses product knowledge of title insurance. The course is 11 hours of classroom instruction designed to provide specific information on street vacation, inspections, name variances, risks created during closings, internal controls and rate making. The course is scheduled May 9, 1996. *11 CH*

Wood Logan Associates, Inc.

Qualified Plan Overview

This course addresses product knowledge of qualified pension plans. The course is 1 hour of classroom instruction designed to provide basic information on defined contribution and defined benefit plans. No offerings are scheduled pending approval. *1 CH*

403(b)

This course addresses product knowledge of life insurance and annuities. The course is 1 hours of classroom instruction designed to provide specific instruction on funding vehicles, limitations, requirements, loans from and contributions to 403 (b) plans. No offerings are scheduled pending approval. *1 CH*

Annuitization

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide basic information on fixed and variable annuities and the payout for each. No offerings are scheduled pending approval. *1 CH*

Variable Annuity Costs: Dispelling the Myths

This course addresses product knowledge annuities. The course is 1 hour of classroom instruction designed to provide basic information on variable annuities and asset weighted averages. No offerings are scheduled pending approval. *1 CH*

Single Premium Variable Life

This course addresses product knowledge of variable life insurance. The course is 1 hour of classroom instruction designed to provide general information on variable life insurance, underwriting and whole life insurance. No offerings are scheduled pending approval. *1 CH*

Financial Planning with Single Premium Variable Life

This course addresses product knowledge of variable life insurance. The course is 1 hour of classroom instruction designed to provide general information on provisional income, accelerated death benefits and the differences between single pay policies and seven-pay policies. No offerings are scheduled pending approval. *1 CH*

Maximizing Wealth Transfer

This course addresses product knowledge variable life insurance. The course is 1 hour of classroom instruction designed to provide general information on features of variable life insurance policies. No offerings are scheduled pending approval. *1 CH*

United Insurance Educators, Inc.

Montana Law Changes

This course addresses ethics and legislated changes to Montana Insurance statutes. The course is 5 hours of self-study correspondence text designed to provide specific information on 1995 legislative changes to the Montana Insurance statutes. This is an on-going offering. *5 CH*

State Farm Insurance

L796 - SEPs - The Simple Solution

This course addresses product knowledge of ~~life insurance~~ annuities. The course is 1 hour of classroom instruction designed to provide basic information on Simplified Employee Pension plans. This is an on-going offering. *1 CH*

Colonial Life & Accident Insurance Company

Worksite Training Program

This course addresses management and marketing capability. The course is 48 hours of classroom instruction, which includes 40 hours of agent training, designed to provide in-depth information on being a Colonial Life and Accident Insurance representative and basic information on administration and record keeping, closings and approaching new accounts. No offerings scheduled pending approval. *8 CH*

Transamerica Occidental Life Insurance Co.

Charitable Giving with Life Insurance

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide basic information on using life insurance in charitable gifts. No offerings are scheduled pending approval. *1 CH*

Northwestern Mutual Life Insurance Company

A CPA's Interview with a 35 Year IRS Agent on Tax Issues Important to Life Insurance Agents and Their Clients

This course addresses ethics. The course is 1 hour of classroom instruction designed to provide information on jointly held property, insurance, basis, valuation of farms and businesses and buy/sell agreements. The course is scheduled June 28, 1996. *.5 CH*

Estate and Post Mortem Planning for Insurance Agents

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction, which includes 1 hour of agent training, designed to provide general information on estate planning, Northwestern Mutual Life's policies, a post mortem checklist and documents list. The course is scheduled June 28, 1996 *2 CH*

International Society of Certified Employee Benefit Specialists

The following course is part of the Certified Employee Benefit Specialist certification program.

1996 ISCEBS Continuing Education Course *12 CH*

State Farm Insurance

C1396 - Farm Ranch Policy

This course addresses product knowledge of property insurance. The course is 3 hours of classroom instruction, which includes 1 hour of agent training, designed to provide general information on State Farm farm and ranch policies and schedules, liability and exposures. This is an on-going offering. *2 CH*

Minnesota Mutual

The following Life Underwriter Training Council classroom course was summarized for the Advisory Council meeting October 26, 1995.

Piecing Together the Ethical Puzzle *6 CH*

Investment Centers of America

Basic Life Insurance Needs & Policy Analysis

withdrawn for additional information

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide basic information on life insurance policies, cash value and policy types. No offerings scheduled pending approval. *1.5 CH*

The Life Underwriter Training Council

IAFP Conference for Advanced Planning 1996

This course addresses product knowledge, ethics and marketing capability. The course is 12 hours of classroom instruction, which includes four concurrent session offerings, designed to provide specific information on ethical consideration and fraudulent conveyances, qualified plan distribution planning, family limited partnerships and wealth transfer strategies. The course is scheduled April 27, 1996. *12 CH*

Canada Life

1996 Selling Strategies Forum

This course addresses marketing capability. The course is 7 hours of classroom instruction, which includes 2 concurrent session offerings, designed to provide specific information on qualified plans, buy-sell arrangements, charitable gifting, irrevocable life insurance trusts and agent ethics. The course is scheduled May 16, 1996. *7 CH*

Alexander & Alexander, Inc.

Inland Marine

This course addresses product knowledge of inland marine insurance. The course is 4 hours of classroom instruction designed to provide specific information on coverages, floaters, risks, controlled and uncontrolled forms and exclusions. This is an on-going offering. *4 CH*

BEFORE THE STATE AUDITOR AND COMMISSIONER OF INSURANCE THE OF THE STATE OF MONTANA

In the matter of the proposed amendment of Rules 6.6.4102 and 6.6.4202 through 4204, 6.6.4207 and 6.6.4210 and the proposed adoption of new rules I and II pertaining to fee schedules and the Continuing Education Program for Insurance Producers and Consultants	)))))))	NOTICE OF PUBLIC HEARING ON PROPOSED AMENDMENT AND ADOPTION

TO: All Interested Persons

1. On May 16, 1996, at 1:30 p.m., a public hearing will be held in Room 111, Lee Metcalf Building, 1520 East 6th Avenue, Helena, Montana, to consider the amendment of Rules 6.6.4102 and 6.6.4201 through 6.6.4210, and the adoption of new rules I and II.

2. The proposed amendments and new rules provide as follows (new text is underlined; text to be deleted is interlined):

6.6.4102 CONTINUING EDUCATION FEES

(1) through (2)(a) remain the same.

(b) Submission of a course or program by an individual Montana insurance producer or consultant for review and one-time approval....$25.00

(b) remains the same but is renumbered (c).

(3) and (4) remain the same.

AUTH: 33-1-313, 33-2-708 and 33-17-1206, MCA
IMP: 33-2-708, 33-17-1204, 33-17-1205 and 33-17-1207, MCA

6.6.4202 DEFINITIONS For the purposes of this sub-chapter, the following terms have the following meanings:

(1) "Accredited ~~educational institution"~~ university or college" means an institution of higher learning that is certified by its appropriate accrediting agency to meet that agency's prescribed standards.

(2) through (6) remain the same.

~~(7) "Hour" means 60 minutes of time, of which at least 50 minutes must be of continuous instruction.~~

(8) remains the same but is renumbered (7)

~~(9)~~ (8) "Licensee" means an individual required to be licensed under Title 33, chapter 17, parts 2, 4 or 5, MCA~~, except for those licensees involved in the selling of credit life and disability insurance incidental to other noninsurance activities~~.

(10) and (11) remain the same but are renumbered (9) and (10).

~~(12)~~ (11) "Sponsoring organization" means any group(s) or organization(s) and their agent(s) that submits courses for department review and offers or provides approved courses for continuing education credit to allow licensees to meet the requirements of 33-17-1203 and 33-17-1204, MCA, and is responsible for those course offerings, or any individual Montana insurance producer or consultant who submits a course, pursuant to ARM 6.6.4203(14) for department review to allow that licensee to meet the requirements of 33-17-1203 and 33-17-1204, MCA.

AUTH: 33-1-313 and 33-17-1206, MCA
IMP: 33-17-1203 and 33-17-1204, MCA

6.6.4203 COURSE SUBMISSIONS (1) Except as provided in (14) below, the~~The~~ following standards, by which acceptability of submitted courses should be evaluated, must all be certified by the sponsoring organization:

(1)(a) through (2)(m) remain the same.

(n) instructors, if any;

(o) a designated contact person; ~~and~~

(p) a written explanation of examination security measures and examination administration methods~~.~~ ; and

(q) written notification of additional dates of course offering to the department 15 days in advance.

(3) Requests for approval of courses must be ~~filed with~~ received by the commissioner no less than ~~60~~ 15 days prior to the anticipated starting date of the course, except as provided in (14) below.

(4) through (7) remain the same.

(8) ~~A sponsoring organization may not schedule more than eight hours of class time in one day.~~

~~(9) Course~~Except as provided in (15) below, course approval is for a period of two years following the course approval date.

(10) remains the same but is renumbered (9).

(11) remains the same through (g) but is renumbered (10).

(h) computer science; or

(i) ~~required~~ pre-license training~~; or~~

~~(j) securities, other than variable contracts~~.

(12) remains the same but is renumbered (11).

~~(13)~~ (12) Based on the evaluation of the course material submitted, the number of credit hours assigned may, for some courses, be less than the total amount of time spent by the licensee in the course.

(14) remains the same but is renumbered (13).

(14) An individual Montana insurance producer or consultant who must meet the requirement of 33-17-1203, MCA, who submits a course for review and approval to meet that requirement:

(a) Need not comply with (1)(a), (2)(g), (2)(k), (2)(m), (2)(p), (5)(a), (5)(b), (5)(c), (5)(d), (6), or (7) of this rule in preparing the course submission; and

(b) Must submit the course no more than 45 days after the date of offering.

(15) Any credit hours assigned to a course submitted as described in (14), are available only to the producer or consultant who made the course submission for that one offering.

AUTH: 33-1-313, 33-17-1206, MCA
IMP: 33-17-1204, MCA

6.6.4204 QUALIFICATIONS FOR INSTRUCTORS (1) through (1)(b)(iii) remain the same.

(2) No person will be qualified as an instructor who:

(a) Has had an insurance producer's or consultant's license suspended or revoked in Montana or any other state; ~~or~~

(b) ~~At the time of submission, has~~ Has any outstanding fines for insurance-related disciplinary offenses imposed by the commissioner or by any regulatory authority in any other state~~.~~;

(c) Has been found to have violated or not complied with a provision of Title 33, MCA, during a contested case proceeding within the preceding two years; or

(d) Has been found to have violated a rule, subpoena or order of the commissioner or by any regulatory authority in any other state, during a contested case proceeding within the preceding two years.

(3) ~~The character of an instructor, based on such information as prior felony and administrative history, may be considered in deciding instructor qualifications.~~ An instructor may be disqualified, if that person:

(a) Has been convicted of a felony;

(b) Has falsified documents filed with the commissioner;

(c) Has misrepresented course approval, credit hour assignment, curriculum, or content of a course to students or prospective students;

(d) Has solicited students as clients or recruited students as candidates for appointment by insurers or agencies during the instructional portion of a course offering; or

(e) Has been found to have violated other applicable statutes or administrative rules.

(4) and (5) remain the same.

AUTH: 33-1-313 and 33-17-1206, MCA
IMP: 33-17-1203 and 33-17-1204, MCA

6.6.4207 EXTENSIONS OF TIME FOR COURSE COMPLETIONS (1) A licensee may request an extension of the period for required credit hour completion prior to the annual ~~filing~~ deadline set in 33-17-1203, MCA.

(2) through (4) remain the same.

AUTH: 33-1-313 and 33-17-1206, MCA
IMP: 2-4-631 and 33-17-1205, MCA

6.6.4210 SANCTIONS AGAINST COURSES AND SPONSORING ORGANIZATION SUSPENSION

(1) through (2) remain the same.

(3) The commissioner reserves authority to issue a cease and desist order under 33-1-318, MCA~~, in appropriate urgent cases~~.

AUTH: 33-1-313 and 33-17-1206, MCA
IMP: 33-17-1204 and 33-17-1205, MCA

NEW RULE I REQUESTS FOR RECONSIDERATION OF CREDIT HOUR ASSIGNMENT (1) A sponsoring organization may request reconsideration of the credit hours assigned to a course. Such requests must:

(a) Be in writing;

(b) Include any additional supporting documentation on which the request is based; and

(c) Be submitted to the commissioner within 20 business days of notification to the sponsoring organization of assignment of credit hours to the course.

(2) Requests for reconsideration, the original course submission and any additional materials provided to support the request will be presented at the next corporal meeting, as defined in 2-3-202, MCA, of the advisory council.

(3) After evaluating the request for reconsideration, the advisory council may recommend to the commissioner to increase, decrease or maintain the credit hours assigned to the course.

(4) The commissioner will review the recommendation of the advisory council and assign credit hours to the course.

(5) Increased credit hours assigned to a course by the commissioner will be granted to licensees who complete the course after the submission date of the request for reconsideration of credit hour assignment.

(6) Decreased credit hours assigned to a course by the commissioner will be granted licensees who complete the course after notification to the sponsoring organization of assignment of revised credit hours to the course.

AUTH: 33-1-313 and 33-17-1206, MCA
IMP: 33-17-1204, MCA

NEW RULE II REQUESTS FOR RECONSIDERATION OF COURSE DISAPPROVAL (1) A sponsoring organization may request reconsideration of the disapproval of a course. Such requests must:

(a) Be in writing;

(b) Include any additional supporting documentation on which the request is based; and

(c) Be submitted to the commissioner within 20 business days of notification to the sponsoring organization of disapproval of the course.

(2) Requests for reconsideration, the original course submission and any additional materials provided to support the request will be presented at the next corporal meeting, as defined in 2-3-202, MCA, of the advisory council.

(3) After evaluating the request for reconsideration, the advisory council may recommend to the commissioner to approve or disapprove the course.

(4) The commissioner will review the recommendation of the advisory council and approve or disapprove the course.

(5) Credit hours assigned a course approved by the commissioner will be granted to licensees who complete the course after the submission date of the request for reconsideration of course disapproval.

AUTH: 33-1-313 and 33-17-1206, MCA
IMP: 33-17-1204, MCA

REASON: Changes have been made to correct grammar, style and format.

6.6.4102: Is amended to include fees for individual submission of courses.

6.6.4202: (1) and (7) are amended for clarity.

(9) is amended to include 1995 legislative changes.

(12) is amended to include individual insurance licensee submission of courses.

6.6.4203: (1) through (14) are amended for clarity.

New sections (14) and (15) are included to provide a method for individual insurance licensee submission of courses.

6.6.4204: (2)(b) is amended for clarity.

New subsections (c) and (d) are included for clarity.

(3) is struck and new subsections (a) through (e) are included for clarity.

6.6.4207: Is amended for clarity.

6.6.4210(3) is amended for clarity.

New Rule I: Is included to provide a method for course credit hour assignment appeal.

New Rule II: Is included to provide a method for course disapproval appeal.

3. Interested persons may present their data, views, or arguments, either orally or in writing, at the hearing. Written data, views, or arguments may also be submitted to Mary A. Arnold, Montana Insurance Department, P.O. Box 4009, Helena, Montana, 59604, and must be received no later than May 28, 1996.

4. The State Auditor's Office will make reasonable accommodations for persons with disabilities who wish to participate in this public hearing. If you require an accommodation, contact the Department no later than 5:00 p.m., May 9, 1996, to advise us as to the nature of the accommodation needed. Please contact Mary A. Arnold, Montana Insurance Department, P.O. Box 4009, Helena, Montana 59604.

5. Gary L. Spaeth has been designated to preside over and conduct the hearing.

MARK O'KEEFE, State Auditor
and Commissioner of Insurance

By: G. Russell Harper
G. Russell Harper
Deputy State Auditor

By: Elizabeth A. O'Halloran
Elizabeth A. O'Halloran
for Gary Spaeth
Rules Reviewer

Certified to the Secretary of State this 12th day of April, 1996.

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL
AGENDA

March 20, 1996
Mitchell Building, Room 270
Telephone Conference

Call to order	4:00
Presentation of administrative rules time line	4:05
Presentation of course summaries	4:10
Public Comment	4:20
Discussion of course summaries	4:35
Council direction to staff	4:50
Administrative Details - Next Meetings	5:00

April 18, 1996 - 3:30, Advisory Council Meeting, Telephone Conference

May 16, 1996 - 1:30, Administrative Rules Hearing, Helena

May 16, 1996 - 3:00 or immediately following the administrative rules hearing, Advisory Council Meeting

Adjourn	5:00

March 18, 1996

ADMINISTRATIVE RULES REVISION TIME LINE

April 15, 1996 -	Deadline for filing proposed rules with Secretary of State.
April 25, 1996 -	Publication of proposed administrative rules.
May 16, 1996 -	Administrative rule hearing, 1:30 p.m.
May 28, 1996 -	Close of public comment period.
June 10, 1996 -	Deadline for filing responses to public comments with Secretary of State.
June 20, 1996 -	Effective date for revised administrative rules.

March 18, 1996

Insurance Continuing Education Advisory Council
Conference Call Minutes
March 20, 1996

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 4:00 p.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Tony Leenknecht, Montana Association of Life Underwriters Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Julie McDade, Public Member

Staff Present

Mary Arnold, Continuing Education Program
Frank Cote, Deputy Insurance Commissioner
Nita Holman, Recording Secretary
Michelle Huftel, Administrative Assistant

Presentation of Administrative Rules Time Line

Arnold reviewed the schedule for the rules revision marked as Exhibit 1 and the draft administrative rule changes. Eck suggested on page 9, that a 3(e) be inserted to include a nonspecific element to identify others that have been convicted of a felony or have falsified documents or have misrepresented course approval or . . . . and on pages 12 and 13 the phrase should read "Requests for reconsideration, the original course submission and any additional materials provided to support the request will be presented at the next corporal meeting, as defined in 2-3-202, MCA, of the advisory council."

Boon would like to see a definition of proctoring and monitoring. Cote said that he is willing to look at the issue if the advisory council can come to an agreement on it. This will be discussed further during a physical meeting.

Bebee asked about 6.6.4204 (3) concerning the character of an instructor, page 9. Arnold stated the department attorneys are concerned this statement is unconstitutionally vague. Cote said the attorneys will try to come up with language that works or the item will be dropped.

McDade asked about page 3, (7). Arnold said that in the rules credit hours are what students earn from attending a course and hours are periods of class time. McDade asked if, on page 9, (d), should read "has been found to have violated a rule." McDade asked about those states with which Montana has reciprocal agreements. Arnold replied that all states and territories, except Arizona, Vermont, Puerto Rico, Guam, Virgin Islands, Hawaii, and DC have continuing education reciprocal agreements with Montana.

There was discussion concerning page 6, (8) concerning regulation of more than 8 class hours in a day.

It was asked why on page 3, (9) is marked for deletion. Arnold said it should have been stricken during the last rule revision but, was overlooked. Page 5, (3) the comments on the preferred time frame for submitting courses averaged at 15 days. Leenknecht would like page 7, (11)(j) struck in total. Bebee agreed. Nelson said he would prefer it be left. Cote said a course could still be assigned no credit hours if it was outside the continuing education guidelines. Bolt and McDade agree with Bebee and Leenknecht.

There was a discussion concerning page 8, (15)(b). Arnold suggested trying the 45 days to see how it works and make amendments later, if needed.

Presentation of Course Summaries

Arnold discussed the course review summaries and addendum 1, marked as exhibit 2 and 3 respectively.

Public Comment

There was none.

Discussion of Course Summaries

Bolt moved to approve the courses, Bebee seconded the motion. Motion carried unanimously.

Council Direction to Staff

None.

Administrative Details - Next Meeting

April 18, 1996 is the next teleconference meeting at 3:30. May 16 is the administrative rules hearing and an advisory council meeting.

Boon made a motion to adjourn, Bebee seconded the motion and it carried unanimously.

ADMINISTRATIVE RULES REVISION TIME LINE

April 15, 1996 -	Deadline for filing proposed rules with Secretary of State.
April 25, 1996 -	Publication of proposed administrative rules.
May 16, 1996 -	Administrative rule hearing, 1:30 p.m.
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June 20, 1996 -	Effective date for revised administrative rules.

March 18, 1996

Administrative Rules

Sub-Chapter 41

Fee Schedules

6.6.4102 CONTINUING EDUCATION FEES

(1) Licensees:

(a) Filing annual certification of course completion . . . . $ 10.00

(b) Late renewal fee . . . . $ 20.00

(c) The late renewal fee is separate and distinct from the annual certification of course completion fee. Licensees required to pay the late renewal fee in a given year must also pay the annual certification of course completion fee for that year.

(2) Sponsoring organizations:

(a) Submission of a course or program for review and initial biennial certification . . . . $ 75.00

(b) Submission of a course or program by an individual Montana insurance producer or consultant for review and one-time approval....$25.00

~~(b)~~ (c) A maximum submission fee of $1,500.00 may be charged a sponsoring organization during a biennium for initial review of courses.

(3) Accredited educational institutions are exempt from fee requirements for courses provided for academic credit.

(4) All fees are non-refundable.

Sub-Chapter 42

Continuing Education Program

for Insurance Producers and Consultants

6.6.4201 SCOPE OF RULES (1) These rules apply to continuing education programs for insurance producers and consultants, and include course content, qualifications of instructors, instructional format, courses and materials, review and approval procedures, application forms and fees.

6.6.4202 DEFINITIONS For the purposes of this sub-chapter, the following terms have the following meanings:

(1) "Accredited ~~educational institution"~~ university or college" means an institution of higher learning that is certified by its appropriate accrediting agency to meet that agency's prescribed standards.

(2) "Approved continuing education course" means any course, seminar or program of instruction that has been approved by the commissioner for presentation as part of the continuing education requirements for licensees.

(3) "Certificate of completion" means a document issued by the sponsoring organization to the licensee signifying satisfactory completion of a course and reflecting credit hours earned by the licensee.

(4) "Classroom setting" means a course format in which a body of students meets to study the same course materials under the direction of the same approved instructor.

(5) "Correspondence study" means those independent study methods taught outside the classroom setting through approved text(s), audiovisual materials or other method of information exchange.

(6) "Credit hours" means the value assigned to a course by the commissioner, upon review and approval of course materials and content outline.

(7) "Hour" means 60 minutes of time~~, of which at least 50 minutes must be of continuous instruction~~.

(8) "Instructor" means an individual who meets the requirements set forth in ARM 6.6.4204, is identified by a sponsoring organization in a course submission, participates in course presentations, activities and discussions, and who may monitor the attendance and conduct of course participants or administer examinations.

(9) "Licensee" means an individual required to be licensed under Title 33, chapter 17, parts 2, 4 or 5, MCA~~, except for those licensees involved in the selling of credit life and disability insurance incidental to other noninsurance activities~~.

(10) "Proctor" means a person who monitors the attendance and conduct or the examination process for course participants, but who does not participate in course presentations, activities or discussions or complete any required examinations.

(11) "Significant change" means a change in two or more of the following course elements:

(a) course goals or objectives;

(b) major course topic(s);

(c) course length;

(d) syllabus or course outline;

(e) teaching method; or

(f) examination method.

(12) "Sponsoring organization" means any group(s) or organization(s) and their agent(s) that submits courses for department review and offers or provides approved courses for continuing education credit to allow licensees to meet the requirements of 33-17-1203 and 33-17-1204, MCA, and is responsible for those course offerings, or any individual Montana insurance producer or consultant who submits a course for department review to allow that licensee to meet the requirements of 33-17-1203 and 33-17-1204, MCA.

6.6.4203 COURSE SUBMISSIONS (1) Except as provided in (15) below, the ~~The~~ following standards, by which acceptability of submitted courses should be evaluated, must all be certified by the sponsoring organization:

(a) The practical and academic experience of each faculty member is sufficient to teach the subject assigned.

(b) The course enhances the ability of a producer to provide insurance services to the public effectively.

(c) The subject matter relates to professional ethics, where practicable.

(2) Submissions for approval of courses must include at least the following information:

(a) the name of the sponsoring organization;

(b) the title of the course;

(c) the proposed date(s) of offering;

(d) course goals and objectives;

(e) major course topic(s);

(f) course length;

(g) a list of other states that have approved the course and the credits granted the course in other states;

(h) a syllabus or course outline;

(i) a summary of each course outline element;

(j) method of instruction, such as classroom, correspondence, videotape, audiotape, teleconference, etc;

(k) method of administering examinations, if any;

(l) method of attendance verification;

(m) method of student record maintenance;

(n) instructors, if any;

(o) a designated contact person; ~~and~~

(p) a written explanation of examination security measures and examination administration methods~~.~~ ; and

(q) written notification of additional dates of course offering to the department 15 days in advance.

(3) Requests for approval of courses must be ~~filed with~~ received by the commissioner no less than ~~60~~ 15 days prior to the anticipated starting date of the course, except as provided in (15) below.

(4) Accredited university or college courses will be allowed 15 continuing education credits for each semester credit and 10 continuing education credits for each quarter credit.

(5) Charges for courses must be clearly disclosed to students before enrollment.

(a) If a course is cancelled for any reason, all charges are refundable in full, unless the refund policy is clearly defined in the enrollment application.

(b) In all instances, the charges must be refunded within 45 days of cancellation.

(c) In the event a course is postponed for any reason, students must be given the choice of attending a course at a later date or having their charges refunded in full. The charges must be refunded within 45 days of postponement unless the sponsoring organization is notified that the student has chosen to attend a course.

(d) A sponsoring organization may have a refund policy addressing a student's cancellation or failure to complete a course, as long as that policy is made clear to potential students.

(6) A sponsoring organization must provide proof of course completion to each course participant who successfully completes the approved course of study within one month of course completion or prior to the end of the calendar year during which the participant completed the course. The sponsoring organization shall be granted up to 2 months to provide such proof of course completion, if the sponsoring organization notifies the course participants in writing, in advance of the course.

(7) Sponsoring organizations who add qualified course instructors after a course is approved must submit the name(s) of those instructors to the commissioner prior to the course offering.

(8) A sponsoring organization may not ~~schedule~~ request continuing education approval for more than eight hours of class time in one day.

(9) Except as provided in (16) below, course ~~Course~~ approval is for a period of two years following the course approval date.

(10) Sponsoring organizations must resubmit courses for new review and certification whenever significant changes in course content are made.

(11) Course submissions that substantially or entirely address the following general course topics may be approved for reduced credit hours:

(a) psychology;

(b) motivation;

(c) prospecting;

(d) supportive office skills;

(e) time management;

(f) agent recruiting;

(g) computer training or programming;

(h) computer science;

(i) required pre-license training; or

(j) securities, other than variable contracts.

(12) The number of credit hours assigned to a course will normally be based upon the classroom or contact time, or the equivalent hours for a correspondence course.

(13) Based on the evaluation of the course material submitted, the number of credit hours assigned may, for some courses, be less than the total amount of time spent by the licensee in the course.

(14) No activity may be advertised as having been approved for credit until the sponsoring organization receives written approval from the commissioner.

(15) An individual Montana insurance producer or consultant who must meet the requirement of 33-17-1203, MCA, who submits a course for review and approval to meet that

requirement:

(a) Need not comply with (1) (a), (2) (g), (k), (m), and (p), (5) (a), (b), (c), and (d), (6), or (7) above, in preparing the course submission.

(b) Must submit the course no more than 30 days after the date of offering.

(16) Any credit hours assigned to a course submitted as described in (15), are available only to the producer or consultant who made the course submission for that one offering.

6.6.4204 QUALIFICATIONS FOR INSTRUCTORS (1) In order for a course to be approved, all involved instructors must meet the following qualifications:

(a) Hold a high school diploma or equivalent certificate; and

(b) Have experience in at least one of the following:

(i) Have three or more years of managerial, supervisory, technical, or teaching experience in the insurance lines the individual plans to teach; or

(ii) Have appropriate national designations; or

(iii) Have been approved on an exception basis by the commissioner.

(2) No person will be qualified as an instructor who:

(a) Has had an insurance producer's or consultant's license suspended or revoked in Montana or any other state; or

(b) ~~At the time of submission, has~~ Has any outstanding fines for insurance-related disciplinary offenses imposed by the commissioner or by any regulatory authority in any other state.

(c) Has been found to have violated or not complied with a provision of Title 33, MCA, during a contested case proceeding within the preceding two years.

(d) Has been found to violated a rule, subpoena or order of the commissioner or by any regulatory authority in any other state, during a contested case proceeding within the preceding two years.

(3) An instructor may be disqualified, if that person:

(a) Has been convicted of a felony.

(b) Has falsified documents filed with the commissioner.

(c) Has misrepresented course approval, credit hour assignment, curriculum, or content of a course to students or prospective students.

(d) Has solicited students as clients or recruited students as candidates for appointment by insurers or agencies during the instructional portion of a course offering.

~~(3) The character of an instructor, based on such information as prior felony and administrative history, may be considered in deciding instructor qualifications.~~

~~(4)~~ Licensees teaching or lecturing approved courses will be credited with two times the number of approved credit hours of courses they instruct.

~~(5)~~ (4) Proctors will not earn continuing education credit for their services.

6.6.4205 EXAMINATIONS (1) Except as provided in (5) below, all courses must include an examination which requires a passing score to qualify for a certificate of completion.

(2) For each approved course, the sponsoring organization must maintain a pool of tests sufficient to maintain the integrity of the testing process.

(3) Examinations must be administered, monitored, graded, and the results recorded by the sponsoring organization.

(4) Completed tests will be retained by the sponsoring organization for a period of not

less than 12 months and must not be returned to any licensee.

(5) Courses taught by an approved instructor in a classroom setting are exempted from the examination requirement.

6.6.4206 CERTIFICATION REQUIREMENTS FOR LICENSEES AND LIMIT ON CREDIT FOR COURSES REPEATED (1) Each licensee subject to these rules must file an appropriate certificate of completion and pay the required certification fee each year in the first six months of the calendar year for courses completed in the preceding year. Such certification must be submitted on a schedule established on forms supplied or approved by the commissioner, and completed in their entirety.

(2) Producers and consultants may not earn credit for any courses repeated as either student or instructor within a 2-year period.

6.6.4207 EXTENSIONS OF TIME FOR COURSE COMPLETIONS (1) A licensee may request an extension of the period for required credit hour completion prior to the annual ~~filing~~ deadline set in 33-17-1203, MCA.

(2) Each request for an extension of time must be in writing and must include a narrative description of the reasons for the request and any available documentation to support the request.

(3) Upon a finding of good cause, the commissioner may extend the time for the licensee to complete the requirement.

(4) The licensee's licenses and appointments will remain in effect during the extension period.

6.6.4208 NON-RESIDENT REQUIREMENTS (1) A non-resident licensee whose state of residence imposes continuing education requirements similar to those of Montana, may comply with Montana's continuing education requirement by submitting a completed compliance certification form or a letter of certification from the resident state confirming compliance in that state.

(2) Non-resident licensees from states that do not require continuing education must meet the requirements of this state.

6.6.4209 COURSE AUDIT (1) The commissioner or members of the commissioner's staff may audit courses approved for the continuing education program on a no-fee basis and as a regular part of course review, with or without notice to the course provider.

(2) Sponsoring organization records must be made available to the commissioners staff for audit, at department request.

6.6.4210 SANCTIONS AGAINST COURSES AND SPONSORING ORGANIZATION SUSPENSION (1) Approval of a program may be revoked or placed under probationary approval if the commissioner determines that:

(a) The program teaching method or program content no longer meet the standards of these rules or have been significantly changed without approval of the commissioner; or

(b) The sponsoring organization certifies that an individual has completed a program in accordance with the standards established for certification or completion of the program, when in fact the individual has not done so; or

(c) Individuals who have satisfactorily completed the program in accordance with the

standards established for certification or completion were not so certified by the sponsoring organization or instructor; or

(d) The instructor or sponsoring organization no longer meets the standards of these rules, has had a license revoked or placed under probationary approval, or lacks education or experience in the subject matter of the proposed courses.

(2) Reinstatement of a revoked or probationary approval may be made upon proof satisfactory that the conditions responsible for the revocation or probationary approval have been corrected and the provider is not otherwise disqualified.

(3) The commissioner reserves authority to issue a cease and desist order under 33-1-318, MCA~~, in appropriate urgent cases~~.

6.6.4211 REQUESTS FOR RECONSIDERATION OF CREDIT HOUR ASSIGNMENT (1) A sponsoring organization may request reconsideration of the credit hours assigned a course. Such requests must:

(a) Be in writing,

(b) Include any additional supporting documentation on which the request is based, and

(c) Be submitted to the commissioner within 20 business days of notification to the sponsoring organization of assignment of credit hours to the course.

(2) Requests for reconsideration, the original course submission and any additional materials provided to support the request will be presented at the next corporal meeting of the advisory council, as defined in 2-3-202, MCA.

(3) After evaluating the request for reconsideration, the advisory council may

recommend to the commissioner to increase, decrease or maintain the credit hours assigned to the course.

(4) The commissioner will review the recommendation of the advisory council and assign credit hours to the course.

(5) Increased credit hours assigned a course by the commissioner will be granted to licensees who complete the course after the submission date of the request for reconsideration of credit hour assignment.

(6) Decreased credit hours assigned a course by the commissioner will be granted licensees who complete the course after notification to the sponsoring organization of assignment of revised credit hours to the course.

6.6.4211 REQUESTS FOR RECONSIDERATION OF COURSE DISAPPROVAL

(1) A sponsoring organization may request reconsideration of the disapproval of a course. Such requests must:

(a) Be in writing,

(b) Include any additional supporting documentation on which the request is based, and

(c) Be submitted to the commissioner within 20 business days of notification to the sponsoring organization of disapproval of the course.

(2) Requests for reconsideration, the original course submission and any additional materials provided to support the request will be presented at the next corporal meeting of the advisory council, as defined in 2-3-202, MCA.

(3) After evaluating the request for reconsideration, the advisory council may recommend to the commissioner to approve or disapprove the course.

(4) The commissioner will review the recommendation of the advisory council and approve or disapprove the course.

(5) Credit hours assigned a course approved by the commissioner will be granted to licensees who complete the course after the submission date of the request for reconsideration of credit hour assignment.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

National Association of Insurance Women

Computer Exposures and Coverages

This course addresses product knowledge of property and business continuation insurance. The course is 3 hours of classroom instruction designed to provide general information on insuring computer equipment and data, business income and business loss coverage, exclusions, risk management, loss of use and extra expense coverage and valuation of computer equipment and data. The course is scheduled June 21, 1996. *3 CH*

American Society of CLU & ChFc

The No-Sell/Buy-Sell Agreement

This course addresses product knowledge of life insurance. The course is 2 hours of teleconference designed to provide specific information on how buy-sell agreements work for large corporations, family farms and family owned businesses, how to design a plan, ownership of the life insurance used and tax advantages and disadvantages of the plans. The course is scheduled May 30, 1996. *2 CH*

Mass Mutual Life Insurance Company

Strategic Financial Planning Seminar

This course addresses product knowledge of life insurance. The course is 11 hours of classroom instruction, which includes 2 hours of prospecting, designed to provide specific information on retirement and estate planning. The course is scheduled April 22, 1996. *10 CH*

Farmers Insurance Group

Risk Assessment Fact Find

This course addresses product knowledge of auto and homeowner insurance. The course is 2 hours of classroom instruction, which includes 1½ hours of agent training, designed to provide specific information on Farmers Insurance Group prospecting methods and auto insurance coverages and exclusions. No offering scheduled pending course approval. *.5 CH*

Continental General Insurance Company

Health and Life Insurance Awareness

This course addresses ethics and product knowledge of life and health insurance. The course is 3 hours of classroom instruction designed to provide specific information on medicare and medicare supplements, annuities, ethics and market conduct. The course is scheduled April 23, 1996. *3 CH*

Principal Mutual-Individual

Estate and Business Planning

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction, which includes ½ hour on tax calculation, prospecting and Internal Revenue Code, designed to provide basic information on estate planning prospects, identifying tax problems, planning, funding the plan, large qualified plans, business succession plans and problems and tax results. The course is scheduled April 25, 1996. *1.5 CH*

Federated Insurance Companies

Intermediate Agency Seminar

This course addresses ethics and product knowledge of agency operation. The course is 24 hours of classroom instruction, which includes 9 hours of agent and motivational training, designed to provide general information on underwriting, marketing, risk management, dealing responsibly with customers and managing a territory. This is an on-going offering. *15 CH*

The American College

The following course is part of the Registered Health Underwriter designation program.

HS 313 Individual Health Insurance *20 CH*

American Express Financial Advisors

(Financial & Estate Planning for the) Farm Business Owner

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on farm/ranch preservation, estate growth and tax liability, buy-out agreements and financial planning. No offering scheduled pending approval. *2 CH*

Colonial Life & Accident Insurance Company

Flexible Benefits Program Workshop

This course addresses product knowledge of flexible benefits for employees. The course is 7 hours of classroom instruction, which includes 1 hour of agent training, designed to provide specific information on Colonial Life & Accident Insurance Company policies and procedures, premium conversion, dependent care reimbursement and medical reimbursement plans, IRS and Department of Labor regulations and market conduct. The course is scheduled April 2, 1996. *6 CH*

ChoiceCard Class

This course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction, which includes 2½ hours of agent training, designed to provide specific information on the Colonial Life & Accident Insurance Company ChoiceCard policy. The course is scheduled April 1, 1996. *.5 CH*

TMG Life Insurance Company

MutualSuccess 1996

This course addresses product knowledge of life insurance and variable annuities. The course is 14½ hours of classroom instruction, of which 11 hours are identified as continuing education by the sponsoring organization, designed to provide general information on family limited partnerships, buy-sell valuation, non-qualified plans, reverse split dollar and transfer tax planning. The course is scheduled April 25, 1996. *11 CH*

Pictorial, Inc.

The 1st Edition of the following course was summarized in the Course Review Summaries of February 15, 1995.

Insurance Fraud Awareness - 2nd Edition *6 CH*

Montana 1995 Legislative Changes

This course addresses 1995 changes in Montana insurance statutes and administrative rules. The course is 1 hour of self-study correspondence text designed to provide the biennial requirement of education on changes to insurance statutes and administrative rules. This is an on-going offering. *1 CH*

Pacific Mutual Life Insurance Company

Insurance, Illustrations, Ethics and You

This course addresses ethics and product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide specific information on the Life Insurance Illustration Questionnaire. The course is scheduled April 23, 1996. *3 CH*

1996 Symposium

This course addresses various insurance topics. The course is 20 hours of classroom instruction, which includes 25 1-hour seminar topics. Students will be offered credit for attending 5 different seminar topics such as Split Dollar, Modern Portfolio Theory, Special Capital, Using Illustrations, Use of Life Insurance in Estate Planning and Everything you ever wanted to Know about a Third Party Administrator. The course is scheduled April 24, 1996. *5 CH*

Montana Land Title Association

1996 Continuing Education Seminar

This course addresses product knowledge of title insurance. The course is 10½ hours of classroom instruction designed to provide in-depth information on subdivision law, certificates of survey, legal descriptions, conveyances of real property, mortgages and trust indenture. The course is scheduled April 19, 1996. *10.5 CH*

Mass Mutual

1996 Advanced Sales Seminar

This course addresses various insurance topics. The course is 9½ hours of classroom instruction designed to provide general information on split dollar taxation, permanent life insurance trusts, life insurance in limited liability companies, key employee buy-outs, disability income and valid sick pay plans. The course is scheduled April 22, 1996. *9.5 CH*

Great West Casualty Company

CSR (Customer Service Representative) Training Seminar

This course addresses truck insurance. The course is 4 hours of classroom instruction designed to provide general information on truck coverages, terminology and paperwork. The course is scheduled April 18, 1996. *4 CH*

The American College

The following course is part of the Chartered Financial Consultant designation program.

HS 318 Insurance and Financial Planning *6 CH*

LOMA (Life Office Management Association), FLMI (Fellow, Life Management Institute) Insurance Education Program

The following courses are part of the Fellow, Life Management Institute (FLMI) designation program.

Life & Health Company Operations (290-2) *20 CH*
Marketing Life & Health Insurance (320-4) *20 CH*
Information Management in Insurance Companies (340-6) *20 CH*
Principles of Life & Health Insurance (280-1) *20 CH*
Legal Aspects of Life & Health Insurance (310-3) *20 CH*
Accounting in Life & Health Insurance (360-7) *20 CH*

Mathematics of Life & Health Insurance (370-9) *20 CH*
Financial Management (300-FM) *20 CH*
Group Insurance (300-GI) *20 CH*
Agency Administration (AIAA-200) *20 CH*
Foundation of Customer Service (ACS-100) *20 CH*

Transamerica Occidental Life Insurance

Using Life Insurance to Create, Preserve or Enhance Wealth

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide basic information on wealth creation, charitable giving, generation skipping trust and charitable remainder trusts. No offerings scheduled pending approval. *2 CH*

State Farm Insurance

F696 - Homeowners Options & Endorsements

This course addresses product knowledge of homeowners insurance. The course is 3 hours of classroom instruction, which includes 2 hours of agent training, designed to provide specific information on State Farm homeowners options and endorsements, including: business pursuits, firearms, incidental business, waterbeds liability and dwelling under construction. No offerings scheduled pending approval. *1 CH*

C1296 - Worker's Compensation

This course addresses product knowledge of workers compensation insurance. The course is 3 hours of classroom instruction designed to provide specific information on underwriting workers compensation insurance, the policy contract, benefits, eligibility, classification and loss prevention. No offerings scheduled pending approval. *3 CH*

Colonial Life & Accident Insurance Company

Market Conduct Training Manual

This course addresses ethics. The course is 5 hours of self-study correspondence text designed to provide specific information on market conduct guidelines, ethical behavior and unethical behaviors. This is an on-going offering. *5 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

National Association of Surety Bond Producers

The 1996 CGL (Commercial General Liability) Program: Implications for Contractors

This course addresses product knowledge of liability insurance coverage. The course is 2 hours of classroom instruction designed to provide specific information on exclusions, coverages and exclusion endorsements in contractors commercial general liability policies. The course is scheduled May 5, 1996. *2 CH*

Job Order Contracts: The Challenge for Surety

This course addresses product knowledge of surety bonds. The course is 1 hour of classroom instruction designed to provide general information on underwriting and financing job order contracts and determining bonding amounts. The course is scheduled May 6, 1996. *1 CH*

Dealing with Ethical Dilemmas in Surety Producing and Underwriting

This course addresses ethics. The course is 1 hour of classroom instruction designed to provide specific information on errors and omissions coverage, the National Association of Surety Bond Producers code of professional standards, applicable statutes and character of the surety. The course is scheduled May 6, 1996.

1 CH

Mid-State School of Insurance

The following course was summarized for the Advisory Council meeting of January 25, 1996. The sponsoring organization has revised the course length to 6 hours from 8 and incorporated additional information. The previous submission will not be offered.

6 CH

A Bear Destroyed Our Camp!

Continental General Insurance Company

The following Pictorial course was summarized for the Advisory Council meeting of February 4, 1994.

Annuity Concepts *5 CH*

Austin Mutual Insurance Company

Property & Casualty Insurance Education Workshop

This course addresses product knowledge of property and casualty insurance. The course is 2 hours of classroom instruction designed to provide specific information on personal lines auto insurance, coverages, exclusions, rate development, market definitions and use of credit reports in insurance underwriting, the Federal Credit Reporting Act, independent credit bureaus and regulatory limitations on use of credit information. The course is scheduled May 14, 1996.

2 CH

Aid Association for Lutherans

Medicare Supplement Workshop

This course addresses product knowledge of health insurance. The course is 3½ hours of classroom instruction, which includes 2½ hour of agent training, designed to provide specific information on Aid Association for Lutherans medicare supplement policy and prospecting clients, and Medicare Part A and B coverage and enrollment. No offering scheduled pending approval. *1 CH*

Sun Financial Group

1996 CLU/MDRT (Certified Life Underwriter/Million Dollar Round Table) Meeting

This course addresses various insurance products. The course is 12 hours of classroom instruction, which includes 7 hours of insurance continuing education, designed to provide in-depth information on executive compensation, charitable giving in estate planning, estate planning alternatives and qualified deferred compensation plan disbursements. The course is scheduled May 2, 1996. *7 CH*

Society of Professional Benefit Administrators

1996 Spring Meeting

This course addresses various insurance products. The course is 20 hours of classroom instruction, which includes 13 hours of insurance continuing education, designed to provide specific information on Medicare secondary payor, proposed regulations, third party administrators, fraud and regulatory enforcement and managed care. The course is scheduled April 24, 1996. *13 CH*

Manulife Financial

Charitable Giving

This course addresses product knowledge of charitable remainder trusts. The course is 10 hours of classroom instruction designed to provide specific information on charitable remainder trust establishment, special applications, venture capital unitrusts and charitable gifts of retirement plan assets. The course is scheduled May 31, 1996. *10 CH*

Montana Senior Medical Insurance Agency

Long Term Care

This course addresses product knowledge of long term care insurance. The course is 10 hours of classroom instruction, which includes 6 hours of insurance continuing education, designed to provide general information on long term care, asset transfers and population trends. No offerings scheduled pending approval. *6 CH*

Gary D. Knopp's Insurance Institute

Changes in Montana Law

This course addresses 1995 changes in Montana insurance statutes and administrative rules. The course is 1 hour of self-study correspondence text designed to provide the biennial requirement of education on changes to insurance statutes and administrative rules. This is an on-going offering. *1 CH*

SAFECO Education Center

Commercial Property Insurance

This course addresses product knowledge of commercial property insurance. The course is 6 hours of classroom instruction designed to provide specific information on commercial property insurance, policy conditions, causes of loss forms, value reporting forms and builders' risk forms. The course is scheduled April 29, 1996. *6 CH*

Business Auto/Garage Insurance

This course addresses product knowledge business automobile garage insurance. The course is 6 hours of classroom instruction designed to provide general information on the business auto policy and garage policy declarations, definitions , coverages, conditions and endorsements. The course is scheduled April 30, 1996. *6 CH*

Montana Insurance Education Foundation Inc.

BlueCross BlueShield Seminar 1996

This course addresses various insurance products. The course is 10 hours of classroom instruction designed to provide general information on business applications of disability, personal retirement planning, qualified pension and retirement plans, estate plans and cafeteria plans. The course is scheduled May 20, 1996. *10 CH*

M Financial Group

1996 MPRO Meeting

This course addresses various insurance products. The course is 10½ hours of classroom instruction designed to provide specific information on industry due care, actuarial concerns and impact on policies, riders and carriers, variable performance reporting, disability insurance industry update, corporate owned life insurance (COLI), qualified plans and compliance and regulatory issues. The course is scheduled April 29, 1996. *10.5 CH*

PIA of Montana

The following course is a renewal of an on-going course submission.

E & O Loss Prevention *3.5 CH*

Montana Association of Life Underwriters

Montana Health Insurance Update

This course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction designed to provide general information on changes in health insurance in Montana, small group plans, individual coverage and portability. The course was offered November 13, 1995. *2 CH*

Northstar Insurance Services

Understanding Annuities

This course addresses product knowledge variable annuities. The course is 3 hours of classroom instruction designed to provide specific information on annuities--fixed, variable, single and flexible premium; annuity contracts and suitability. The course is scheduled May 1, 1996. *3 CH*

Basics of Credit Life and Other Alternatives for Insuring Debt

This course addresses product knowledge of credit life insurance. The course is 3 hours of classroom instruction designed to provide general information on credit life insurance, limits, coverages and the life products used in these contracts. The course is scheduled May 1, 1996. *3 CH*

Charitable Giving & the Life Underwriter

This course addresses product knowledge of charitable giving. The course is 3 hours of classroom instruction designed to provide general information on charitable trusts, charitable remainder trusts and ethical considerations in soliciting charitable bequests. The course is scheduled May 2, 1996. *3 CH*

Ethics in Life Insurance

This course addresses ethics. The course is 2 hours of classroom instruction designed to provide general information on ethics in the life insurance industry. The course is scheduled May 2, 1996. *2 CH*

Retirement Planning

This course addresses product knowledge of retirement plans. The course is 3 hours of classroom instruction, which includes 2 hours of insurance continuing education, designed to provide general information on qualified plans, non-qualified plans, pension plans, IRA's and tax sheltered annuities. The course is scheduled May 2, 1996. *2 CH*

Administrative Rules

Sub-Chapter 41

Fee Schedules

6.6.4102 CONTINUING EDUCATION FEES

(1) Licensees:

(a) Filing annual certification of course completion . . . . $ 10.00

(b) Late renewal fee . . . . $ 20.00

(c) The late renewal fee is separate and distinct from the annual certification of course completion fee. Licensees required to pay the late renewal fee in a given year must also pay the annual certification of course completion fee for that year.

(2) Sponsoring organizations:

(a) Submission of a course or program for review and initial biennial certification . . . . $ 75.00

(b) Submission of a course or program by an individual Montana insurance producer or consultant for review and one-time approval....$25.00

~~(b)~~ (c) A maximum submission fee of $1,500.00 may be charged a sponsoring organization during a biennium for initial review of courses.

(3) Accredited educational institutions are exempt from fee requirements for courses provided for academic credit.

(4) All fees are non-refundable.

Sub-Chapter 42

Continuing Education Program

for Insurance Producers and Consultants

6.6.4201 SCOPE OF RULES (1) These rules apply to continuing education programs for insurance producers and consultants, and include course content, qualifications of instructors, instructional format, courses and materials, review and approval procedures, application forms and fees.

6.6.4202 DEFINITIONS For the purposes of this sub-chapter, the following terms have the following meanings:

(1) "Accredited ~~educational institution"~~ university or college" means an institution of higher learning that is certified by its appropriate accrediting agency to meet that agency's prescribed standards.

(2) "Approved continuing education course" means any course, seminar or program of instruction that has been approved by the commissioner for presentation as part of the continuing education requirements for licensees.

(3) "Certificate of completion" means a document issued by the sponsoring organization to the licensee signifying satisfactory completion of a course and reflecting credit hours earned by the licensee.

(4) "Classroom setting" means a course format in which a body of students meets to study the same course materials under the direction of the same approved instructor.

(5) "Correspondence study" means those independent study methods taught outside the classroom setting through approved text(s), audiovisual materials or other method of information exchange.

(6) "Credit hours" means the value assigned to a course by the commissioner, upon review and approval of course materials and content outline.

(7) "Hour" means 60 minutes of time~~, of which at least 50 minutes must be of continuous instruction~~.

(8) "Instructor" means an individual who meets the requirements set forth in ARM 6.6.4204, is identified by a sponsoring organization in a course submission, participates in course presentations, activities and discussions, and who may monitor the attendance and conduct of course participants or administer examinations.

(9) "Licensee" means an individual required to be licensed under Title 33, chapter 17, parts 2, 4 or 5, MCA~~, except for those licensees involved in the selling of credit life and disability insurance incidental to other noninsurance activities~~.

(10) "Proctor" means a person who monitors the attendance and conduct or the examination process for course participants, but who does not participate in course presentations, activities or discussions or complete any required examinations.

(11) "Significant change" means a change in two or more of the following course elements:

(a) course goals or objectives;

(b) major course topic(s);

(c) course length;

(d) syllabus or course outline;

(e) teaching method; or

(f) examination method.

(12) "Sponsoring organization" means any group(s) or organization(s) and their agent(s) that submits courses for department review and offers or provides approved courses for continuing education credit to allow licensees to meet the requirements of 33-17-1203 and 33-17-1204, MCA, and is responsible for those course offerings, or any individual Montana insurance producer or consultant who submits a course for department review to allow that licensee to meet the requirements of 33-17-1203 and 33-17-1204, MCA.

6.6.4203 COURSE SUBMISSIONS (1) Except as provided in (15) below, the ~~The~~ following standards, by which acceptability of submitted courses should be evaluated, must all be certified by the sponsoring organization:

(a) The practical and academic experience of each faculty member is sufficient to teach the subject assigned.

(b) The course enhances the ability of a producer to provide insurance services to the public effectively.

(c) The subject matter relates to professional ethics, where practicable.

(2) Submissions for approval of courses must include at least the following information:

(a) the name of the sponsoring organization;

(b) the title of the course;

(c) the proposed date(s) of offering;

(d) course goals and objectives;

(e) major course topic(s);

(f) course length;

(g) a list of other states that have approved the course and the credits granted the course in other states;

(h) a syllabus or course outline;

(i) a summary of each course outline element;

(j) method of instruction, such as classroom, correspondence, videotape, audiotape, teleconference, etc;

(k) method of administering examinations, if any;

(l) method of attendance verification;

(m) method of student record maintenance;

(n) instructors, if any;

(o) a designated contact person; ~~and~~

(p) a written explanation of examination security measures and examination administration methods~~.~~ ; and

(q) written notification of additional dates of course offering to the department 15 days in advance.

(3) Requests for approval of courses must be ~~filed with~~ received by the commissioner no less than ~~60~~ 15 days prior to the anticipated starting date of the course, except as provided in (15) below.

(4) Accredited university or college courses will be allowed 15 continuing education credits for each semester credit and 10 continuing education credits for each quarter credit.

(5) Charges for courses must be clearly disclosed to students before enrollment.

(a) If a course is cancelled for any reason, all charges are refundable in full, unless the refund policy is clearly defined in the enrollment application.

(b) In all instances, the charges must be refunded within 45 days of cancellation.

(c) In the event a course is postponed for any reason, students must be given the choice of attending a course at a later date or having their charges refunded in full. The charges must be refunded within 45 days of postponement unless the sponsoring organization is notified that the student has chosen to attend a course.

(d) A sponsoring organization may have a refund policy addressing a student's cancellation or failure to complete a course, as long as that policy is made clear to potential students.

(6) A sponsoring organization must provide proof of course completion to each course participant who successfully completes the approved course of study within one month of course completion or prior to the end of the calendar year during which the participant completed the course. The sponsoring organization shall be granted up to 2 months to provide such proof of course completion, if the sponsoring organization notifies the course participants in writing, in advance of the course.

(7) Sponsoring organizations who add qualified course instructors after a course is approved must submit the name(s) of those instructors to the commissioner prior to the course offering.

(8) A sponsoring organization may not ~~schedule~~ request continuing education approval for more than eight hours of class time in one day.

(9) Except as provided in (16) below, course ~~Course~~ approval is for a period of two years following the course approval date.

(10) Sponsoring organizations must resubmit courses for new review and certification whenever significant changes in course content are made.

(11) Course submissions that substantially or entirely address the following general course topics may be approved for reduced credit hours:

(a) psychology;

(b) motivation;

(c) prospecting;

(d) supportive office skills;

(e) time management;

(f) agent recruiting;

(g) computer training or programming;

(h) computer science;

(i) required pre-license training; or

(j) securities, other than variable contracts.

(12) The number of credit hours assigned to a course will normally be based upon the classroom or contact time, or the equivalent hours for a correspondence course.

(13) Based on the evaluation of the course material submitted, the number of credit hours assigned may, for some courses, be less than the total amount of time spent by the licensee in the course.

(14) No activity may be advertised as having been approved for credit until the sponsoring organization receives written approval from the commissioner.

(15) An individual Montana insurance producer or consultant who must meet the requirement of 33-17-1203, MCA, who submits a course for review and approval to meet that

requirement:

(a) Need not comply with (1) (a), (2) (g), (k), (m), and (p), (5) (a), (b), (c), and (d), (6), or (7) above, in preparing the course submission.

(b) Must submit the course no more than 30 days after the date of offering.

(16) Any credit hours assigned to a course submitted as described in (15), are available only to the producer or consultant who made the course submission for that one offering.

6.6.4204 QUALIFICATIONS FOR INSTRUCTORS (1) In order for a course to be approved, all involved instructors must meet the following qualifications:

(a) Hold a high school diploma or equivalent certificate; and

(b) Have experience in at least one of the following:

(i) Have three or more years of managerial, supervisory, technical, or teaching experience in the insurance lines the individual plans to teach; or

(ii) Have appropriate national designations; or

(iii) Have been approved on an exception basis by the commissioner.

(2) No person will be qualified as an instructor who:

(a) Has had an insurance producer's or consultant's license suspended or revoked in Montana or any other state; or

(b) ~~At the time of submission, has~~ Has any outstanding fines for insurance-related disciplinary offenses imposed by the commissioner or by any regulatory authority in any other state.

(c) Has been found to have violated or not complied with a provision of Title 33, MCA, during a contested case proceeding within the preceding two years.

(d) Has been found to violated a rule, subpoena or order of the commissioner or by any regulatory authority in any other state, during a contested case proceeding within the preceding two years.

(3) An instructor may be disqualified, if that person:

(a) Has been convicted of a felony.

(b) Has falsified documents filed with the commissioner.

(c) Has misrepresented course approval, credit hour assignment, curriculum, or content of a course to students or prospective students.

(d) Has solicited students as clients or recruited students as candidates for appointment by insurers or agencies during the instructional portion of a course offering.

~~(3) The character of an instructor, based on such information as prior felony and administrative history, may be considered in deciding instructor qualifications.~~

~~(4)~~ Licensees teaching or lecturing approved courses will be credited with two times the number of approved credit hours of courses they instruct.

~~(5)~~ (4) Proctors will not earn continuing education credit for their services.

6.6.4205 EXAMINATIONS (1) Except as provided in (5) below, all courses must include an examination which requires a passing score to qualify for a certificate of completion.

(2) For each approved course, the sponsoring organization must maintain a pool of tests sufficient to maintain the integrity of the testing process.

(3) Examinations must be administered, monitored, graded, and the results recorded by the sponsoring organization.

(4) Completed tests will be retained by the sponsoring organization for a period of not

less than 12 months and must not be returned to any licensee.

(5) Courses taught by an approved instructor in a classroom setting are exempted from the examination requirement.

6.6.4206 CERTIFICATION REQUIREMENTS FOR LICENSEES AND LIMIT ON CREDIT FOR COURSES REPEATED (1) Each licensee subject to these rules must file an appropriate certificate of completion and pay the required certification fee each year in the first six months of the calendar year for courses completed in the preceding year. Such certification must be submitted on a schedule established on forms supplied or approved by the commissioner, and completed in their entirety.

(2) Producers and consultants may not earn credit for any courses repeated as either student or instructor within a 2-year period.

6.6.4207 EXTENSIONS OF TIME FOR COURSE COMPLETIONS (1) A licensee may request an extension of the period for required credit hour completion prior to the annual ~~filing~~ deadline set in 33-17-1203, MCA.

(2) Each request for an extension of time must be in writing and must include a narrative description of the reasons for the request and any available documentation to support the request.

(3) Upon a finding of good cause, the commissioner may extend the time for the licensee to complete the requirement.

(4) The licensee's licenses and appointments will remain in effect during the extension period.

6.6.4208 NON-RESIDENT REQUIREMENTS (1) A non-resident licensee whose state of residence imposes continuing education requirements similar to those of Montana, may comply with Montana's continuing education requirement by submitting a completed compliance certification form or a letter of certification from the resident state confirming compliance in that state.

(2) Non-resident licensees from states that do not require continuing education must meet the requirements of this state.

6.6.4209 COURSE AUDIT (1) The commissioner or members of the commissioner's staff may audit courses approved for the continuing education program on a no-fee basis and as a regular part of course review, with or without notice to the course provider.

(2) Sponsoring organization records must be made available to the commissioners staff for audit, at department request.

6.6.4210 SANCTIONS AGAINST COURSES AND SPONSORING ORGANIZATION SUSPENSION (1) Approval of a program may be revoked or placed under probationary approval if the commissioner determines that:

(a) The program teaching method or program content no longer meet the standards of these rules or have been significantly changed without approval of the commissioner; or

(b) The sponsoring organization certifies that an individual has completed a program in accordance with the standards established for certification or completion of the program, when in fact the individual has not done so; or

(c) Individuals who have satisfactorily completed the program in accordance with the

standards established for certification or completion were not so certified by the sponsoring organization or instructor; or

(d) The instructor or sponsoring organization no longer meets the standards of these rules, has had a license revoked or placed under probationary approval, or lacks education or experience in the subject matter of the proposed courses.

(2) Reinstatement of a revoked or probationary approval may be made upon proof satisfactory that the conditions responsible for the revocation or probationary approval have been corrected and the provider is not otherwise disqualified.

(3) The commissioner reserves authority to issue a cease and desist order under 33-1-318, MCA~~, in appropriate urgent cases~~.

6.6.4211 REQUESTS FOR RECONSIDERATION OF CREDIT HOUR ASSIGNMENT (1) A sponsoring organization may request reconsideration of the credit hours assigned a course. Such requests must:

(a) Be in writing,

(b) Include any additional supporting documentation on which the request is based, and

(c) Be submitted to the commissioner within 20 business days of notification to the sponsoring organization of assignment of credit hours to the course.

(2) Requests for reconsideration, the original course submission and any additional materials provided to support the request will be presented at the next corporal meeting of the advisory council, as defined in 2-3-202, MCA.

(3) After evaluating the request for reconsideration, the advisory council may

recommend to the commissioner to increase, decrease or maintain the credit hours assigned to the course.

(4) The commissioner will review the recommendation of the advisory council and assign credit hours to the course.

(5) Increased credit hours assigned a course by the commissioner will be granted to licensees who complete the course after the submission date of the request for reconsideration of credit hour assignment.

(6) Decreased credit hours assigned a course by the commissioner will be granted licensees who complete the course after notification to the sponsoring organization of assignment of revised credit hours to the course.

6.6.4211 REQUESTS FOR RECONSIDERATION OF COURSE DISAPPROVAL

(1) A sponsoring organization may request reconsideration of the disapproval of a course. Such requests must:

(a) Be in writing,

(b) Include any additional supporting documentation on which the request is based, and

(c) Be submitted to the commissioner within 20 business days of notification to the sponsoring organization of disapproval of the course.

(2) Requests for reconsideration, the original course submission and any additional materials provided to support the request will be presented at the next corporal meeting of the advisory council, as defined in 2-3-202, MCA.

(3) After evaluating the request for reconsideration, the advisory council may recommend to the commissioner to approve or disapprove the course.

(4) The commissioner will review the recommendation of the advisory council and approve or disapprove the course.

(5) Credit hours assigned a course approved by the commissioner will be granted to licensees who complete the course after the submission date of the request for reconsideration of credit hour assignment.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

National Association of Insurance Women

Computer Exposures and Coverages

This course addresses product knowledge of property and business continuation insurance. The course is 3 hours of classroom instruction designed to provide general information on insuring computer equipment and data, business income and business loss coverage, exclusions, risk management, loss of use and extra expense coverage and valuation of computer equipment and data. The course is scheduled June 21, 1996. *3 CH*

American Society of CLU & ChFc

The No-Sell/Buy-Sell Agreement

This course addresses product knowledge of life insurance. The course is 2 hours of teleconference designed to provide specific information on how buy-sell agreements work for large corporations, family farms and family owned businesses, how to design a plan, ownership of the life insurance used and tax advantages and disadvantages of the plans. The course is scheduled May 30, 1996. *2 CH*

Mass Mutual Life Insurance Company

Strategic Financial Planning Seminar

This course addresses product knowledge of life insurance. The course is 11 hours of classroom instruction, which includes 2 hours of prospecting, designed to provide specific information on retirement and estate planning. The course is scheduled April 22, 1996. *10 CH*

Farmers Insurance Group

Risk Assessment Fact Find

This course addresses product knowledge of auto and homeowner insurance. The course is 2 hours of classroom instruction, which includes 1½ hours of agent training, designed to provide specific information on Farmers Insurance Group prospecting methods and auto insurance coverages and exclusions. No offering scheduled pending course approval. *.5 CH*

Continental General Insurance Company

Health and Life Insurance Awareness

This course addresses ethics and product knowledge of life and health insurance. The course is 3 hours of classroom instruction designed to provide specific information on medicare and medicare supplements, annuities, ethics and market conduct. The course is scheduled April 23, 1996. *3 CH*

Principal Mutual-Individual

Estate and Business Planning

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction, which includes ½ hour on tax calculation, prospecting and Internal Revenue Code, designed to provide basic information on estate planning prospects, identifying tax problems, planning, funding the plan, large qualified plans, business succession plans and problems and tax results. The course is scheduled April 25, 1996. *1.5 CH*

Federated Insurance Companies

Intermediate Agency Seminar

This course addresses ethics and product knowledge of agency operation. The course is 24 hours of classroom instruction, which includes 9 hours of agent and motivational training, designed to provide general information on underwriting, marketing, risk management, dealing responsibly with customers and managing a territory. This is an on-going offering. *15 CH*

The American College

The following course is part of the Registered Health Underwriter designation program.

HS 313 Individual Health Insurance *20 CH*

American Express Financial Advisors

(Financial & Estate Planning for the) Farm Business Owner

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide specific information on farm/ranch preservation, estate growth and tax liability, buy-out agreements and financial planning. No offering scheduled pending approval. *2 CH*

Colonial Life & Accident Insurance Company

Flexible Benefits Program Workshop

This course addresses product knowledge of flexible benefits for employees. The course is 7 hours of classroom instruction, which includes 1 hour of agent training, designed to provide specific information on Colonial Life & Accident Insurance Company policies and procedures, premium conversion, dependent care reimbursement and medical reimbursement plans, IRS and Department of Labor regulations and market conduct. The course is scheduled April 2, 1996. *6 CH*

ChoiceCard Class

This course addresses product knowledge of health insurance. The course is 3 hours of classroom instruction, which includes 2½ hours of agent training, designed to provide specific information on the Colonial Life & Accident Insurance Company ChoiceCard policy. The course is scheduled April 1, 1996. *.5 CH*

TMG Life Insurance Company

MutualSuccess 1996

This course addresses product knowledge of life insurance and variable annuities. The course is 14½ hours of classroom instruction, of which 11 hours are identified as continuing education by the sponsoring organization, designed to provide general information on family limited partnerships, buy-sell valuation, non-qualified plans, reverse split dollar and transfer tax planning. The course is scheduled April 25, 1996. *11 CH*

Pictorial, Inc.

The 1st Edition of the following course was summarized in the Course Review Summaries of February 15, 1995.

Insurance Fraud Awareness - 2nd Edition *6 CH*

Montana 1995 Legislative Changes

This course addresses 1995 changes in Montana insurance statutes and administrative rules. The course is 1 hour of self-study correspondence text designed to provide the biennial requirement of education on changes to insurance statutes and administrative rules. This is an on-going offering. *1 CH*

Pacific Mutual Life Insurance Company

Insurance, Illustrations, Ethics and You

This course addresses ethics and product knowledge of life insurance. The course is 3 hours of classroom instruction designed to provide specific information on the Life Insurance Illustration Questionnaire. The course is scheduled April 23, 1996. *3 CH*

1996 Symposium

This course addresses various insurance topics. The course is 20 hours of classroom instruction, which includes 25 1-hour seminar topics. Students will be offered credit for attending 5 different seminar topics such as Split Dollar, Modern Portfolio Theory, Special Capital, Using Illustrations, Use of Life Insurance in Estate Planning and Everything you ever wanted to Know about a Third Party Administrator. The course is scheduled April 24, 1996. *5 CH*

Montana Land Title Association

1996 Continuing Education Seminar

This course addresses product knowledge of title insurance. The course is 10½ hours of classroom instruction designed to provide in-depth information on subdivision law, certificates of survey, legal descriptions, conveyances of real property, mortgages and trust indenture. The course is scheduled April 19, 1996. *10.5 CH*

Mass Mutual

1996 Advanced Sales Seminar

This course addresses various insurance topics. The course is 9½ hours of classroom instruction designed to provide general information on split dollar taxation, permanent life insurance trusts, life insurance in limited liability companies, key employee buy-outs, disability income and valid sick pay plans. The course is scheduled April 22, 1996. *9.5 CH*

Great West Casualty Company

CSR (Customer Service Representative) Training Seminar

This course addresses truck insurance. The course is 4 hours of classroom instruction designed to provide general information on truck coverages, terminology and paperwork. The course is scheduled April 18, 1996. *4 CH*

The American College

The following course is part of the Chartered Financial Consultant designation program.

HS 318 Insurance and Financial Planning *6 CH*

LOMA (Life Office Management Association), FLMI (Fellow, Life Management Institute) Insurance Education Program

The following courses are part of the Fellow, Life Management Institute (FLMI) designation program.

Life & Health Company Operations (290-2) *20 CH*
Marketing Life & Health Insurance (320-4) *20 CH*
Information Management in Insurance Companies (340-6) *20 CH*
Principles of Life & Health Insurance (280-1) *20 CH*
Legal Aspects of Life & Health Insurance (310-3) *20 CH*
Accounting in Life & Health Insurance (360-7) *20 CH*

Mathematics of Life & Health Insurance (370-9) *20 CH*
Financial Management (300-FM) *20 CH*
Group Insurance (300-GI) *20 CH*
Agency Administration (AIAA-200) *20 CH*
Foundation of Customer Service (ACS-100) *20 CH*

Transamerica Occidental Life Insurance

Using Life Insurance to Create, Preserve or Enhance Wealth

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction designed to provide basic information on wealth creation, charitable giving, generation skipping trust and charitable remainder trusts. No offerings scheduled pending approval. *2 CH*

State Farm Insurance

F696 - Homeowners Options & Endorsements

This course addresses product knowledge of homeowners insurance. The course is 3 hours of classroom instruction, which includes 2 hours of agent training, designed to provide specific information on State Farm homeowners options and endorsements, including: business pursuits, firearms, incidental business, waterbeds liability and dwelling under construction. No offerings scheduled pending approval. *1 CH*

C1296 - Worker's Compensation

This course addresses product knowledge of workers compensation insurance. The course is 3 hours of classroom instruction designed to provide specific information on underwriting workers compensation insurance, the policy contract, benefits, eligibility, classification and loss prevention. No offerings scheduled pending approval. *3 CH*

Colonial Life & Accident Insurance Company

Market Conduct Training Manual

This course addresses ethics. The course is 5 hours of self-study correspondence text designed to provide specific information on market conduct guidelines, ethical behavior and unethical behaviors. This is an on-going offering. *5 CH*

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

National Association of Surety Bond Producers

The 1996 CGL (Commercial General Liability) Program: Implications for Contractors

This course addresses product knowledge of liability insurance coverage. The course is 2 hours of classroom instruction designed to provide specific information on exclusions, coverages and exclusion endorsements in contractors commercial general liability policies. The course is scheduled May 5, 1996. *2 CH*

Job Order Contracts: The Challenge for Surety

This course addresses product knowledge of surety bonds. The course is 1 hour of classroom instruction designed to provide general information on underwriting and financing job order contracts and determining bonding amounts. The course is scheduled May 6, 1996. *1 CH*

Dealing with Ethical Dilemmas in Surety Producing and Underwriting

This course addresses ethics. The course is 1 hour of classroom instruction designed to provide specific information on errors and omissions coverage, the National Association of Surety Bond Producers code of professional standards, applicable statutes and character of the surety. The course is scheduled May 6, 1996.

1 CH

Mid-State School of Insurance

The following course was summarized for the Advisory Council meeting of January 25, 1996. The sponsoring organization has revised the course length to 6 hours from 8 and incorporated additional information. The previous submission will not be offered. *6 CH*

A Bear Destroyed Our Camp!

Continental General Insurance Company

The following Pictorial course was summarized for the Advisory Council meeting of February 4, 1994.

Annuity Concepts *5 CH*

Austin Mutual Insurance Company

Property & Casualty Insurance Education Workshop

This course addresses product knowledge of property and casualty insurance. The course is 2 hours of classroom instruction designed to provide specific information on personal lines auto insurance, coverages, exclusions, rate development, market definitions and use of credit reports in insurance underwriting, the Federal Credit Reporting Act, independent credit bureaus and regulatory limitations on use of credit information. The course is scheduled May 14, 1996. *2 CH*

Aid Association for Lutherans

Medicare Supplement Workshop

This course addresses product knowledge of health insurance. The course is 3½ hours of classroom instruction, which includes 2½ hour of agent training, designed to provide specific information on Aid Association for Lutherans medicare supplement policy and prospecting clients, and Medicare Part A and B coverage and enrollment. No offering scheduled pending approval. *1 CH*

Sun Financial Group

1996 CLU/MDRT (Certified Life Underwriter/Million Dollar Round Table) Meeting

This course addresses various insurance products. The course is 12 hours of classroom instruction, which includes 7 hours of insurance continuing education, designed to provide in-depth information on executive compensation, charitable giving in estate planning, estate planning alternatives and qualified deferred compensation plan disbursements. The course is scheduled May 2, 1996. *7 CH*

Society of Professional Benefit Administrators

1996 Spring Meeting

This course addresses various insurance products. The course is 20 hours of classroom instruction, which includes 13 hours of insurance continuing education, designed to provide specific information on Medicare secondary payor, proposed regulations, third party administrators, fraud and regulatory enforcement and managed care. The course is scheduled April 24, 1996. *13 CH*

Manulife Financial

Charitable Giving

This course addresses product knowledge of charitable remainder trusts. The course is 10 hours of classroom instruction designed to provide specific information on charitable remainder trust establishment, special applications, venture capital unitrusts and charitable gifts of retirement plan assets. The course is scheduled May 31, 1996. *10 CH*

Montana Senior Medical Insurance Agency

Long Term Care

This course addresses product knowledge of long term care insurance. The course is 10 hours of classroom instruction, which includes 6 hours of insurance continuing education, designed to provide general information on long term care, asset transfers and population trends. No offerings scheduled pending approval. *6 CH*

Gary D. Knopp's Insurance Institute

Changes in Montana Law

This course addresses 1995 changes in Montana insurance statutes and administrative rules. The course is 1 hour of self-study correspondence text designed to provide the biennial requirement of education on changes to insurance statutes and administrative rules. This is an on-going offering. *1 CH*

SAFECO Education Center

Commercial Property Insurance

This course addresses product knowledge of commercial property insurance. The course is 6 hours of classroom instruction designed to provide specific information on commercial property insurance, policy conditions, causes of loss forms, value reporting forms and builders' risk forms. The course is scheduled April 29, 1996. *6 CH*

Business Auto/Garage Insurance

This course addresses product knowledge business automobile garage insurance. The course is 6 hours of classroom instruction designed to provide general information on the business auto policy and garage policy declarations, definitions , coverages, conditions and endorsements. The course is scheduled April 30, 1996. *6 CH*

Montana Insurance Education Foundation Inc.

BlueCross BlueShield Seminar 1996

This course addresses various insurance products. The course is 10 hours of classroom instruction designed to provide general information on business applications of disability, personal retirement planning, qualified pension and retirement plans, estate plans and cafeteria plans. The course is scheduled May 20, 1996. *10 CH*

M Financial Group

1996 MPRO Meeting

This course addresses various insurance products. The course is 10½ hours of classroom instruction designed to provide specific information on industry due care, actuarial concerns and impact on policies, riders and carriers, variable performance reporting, disability insurance industry update, corporate owned life insurance (COLI), qualified plans and compliance and regulatory issues. The course is scheduled April 29, 1996. *10.5 CH*

PIA of Montana

The following course is a renewal of an on-going course submission.

E & O Loss Prevention *3.5 CH*

Montana Association of Life Underwriters

Montana Health Insurance Update

This course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction designed to provide general information on changes in health insurance in Montana, small group plans, individual coverage and portability. The course was offered November 13, 1995. *2 CH*

Northstar Insurance Services

Understanding Annuities

This course addresses product knowledge variable annuities. The course is 3 hours of classroom instruction designed to provide specific information on annuities--fixed, variable, single and flexible premium; annuity contracts and suitability. The course is scheduled May 1, 1996. *3 CH*

Basics of Credit Life and Other Alternatives for Insuring Debt

This course addresses product knowledge of credit life insurance. The course is 3 hours of classroom instruction designed to provide general information on credit life insurance, limits, coverages and the life products used in these contracts. The course is scheduled May 1, 1996. *3 CH*

Charitable Giving & the Life Underwriter

This course addresses product knowledge of charitable giving. The course is 3 hours of classroom instruction designed to provide general information on charitable trusts, charitable remainder trusts and ethical considerations in soliciting charitable bequests. The course is scheduled May 2, 1996. *3 CH*

Ethics in Life Insurance

This course addresses ethics. The course is 2 hours of classroom instruction designed to provide general information on ethics in the life insurance industry. The course is scheduled May 2, 1996. *2 CH*

Retirement Planning

This course addresses product knowledge of retirement plans. The course is 3 hours of classroom instruction, which includes 2 hours of insurance continuing education, designed to provide general information on qualified plans, non-qualified plans, pension plans, IRA's and tax sheltered annuities. The course is scheduled May 2, 1996. *2 CH*

Insurance Continuing Education Advisory Council

Conference Call Minutes

February 15, 1996

The following are summary minutes of the Insurance Continuing Education Advisory Council.

The teleconference meeting of the Insurance Continuing Education Advisory Council was called to order in the conference room, State Auditor's Office, Sam Mitchell Building, at 3:30 p.m.

Members Present - via phone

Mark Nelson, Insurance Department Non-Voting Member
Tony Leenknecht, Montana Association of Life Underwriters Member
John Bebee, Unaffiliated Insurance Agent Member
Robin Boon, Independent Insurance Agents of Montana Member
Julie McDade, Public Member

Staff Present

Mary Arnold, Continuing Education Program
Cathy Mudd, Insurance Licensing Technician
Michelle Huftel, Montana Insurance Department
Jeannie Davies, Recording Secretary

A list of others present is attached as Exhibit 1.

Old Business

Montana Fringe Benefits requested review after a one year lapse for approval of a specific instructor. An attorney opinion was requested to determine if the instructor had met the requirements of the consent agreement signed with the Insurance Department. The department attorney said the instructor has met all the requirements of the consent agreement and may be considered as an insurance continuing education instructor.

Presentation of Course Summaries

Arnold presented the course summaries.

Evaluating Future Program Direction

Frank Coté presented the department proposals for Continuing Education Program revision.

1. Allow individuals to submit courses with no sponsoring organization requirement.

   The Department would need to change rules to do this, such an amendment could be published July 1, 1996. The Department will fax the proposed rules to advisory council members for comments to speed up the process instead of waiting for meetings to discuss changes.

2. Eliminate the administrative rule requiring submission of courses 60 days in advance of offering.

   The suggested rule change would amend the rule to 7 days from of 60 days prior to the first offering.

3. Approve courses on all securities products, not just those on variable contracts.

   The Department will request the advisory council to advise on this issue.

4. Decide whether course examinations must be proctored or monitored and what is meant by either term.

   The advisory council should discuss the definitions of proctored and monitored and determine any appropriate administrative rule amendments based on those definitions.

5. Increase the advisory council involvement in credit hour assignment with the Commissioner having the final say.

Course Review Summaries will include a projected credit hour assignment dependent on advisory council approval of each course. The Commissioner ultimately assigns credit hours, however if the council has concerns regarding the credit hours proposed, the council can now comment in advance.

6. Complete administrative rule changes to implement an appeal process.

   This revision would be included in administrative rule revisions to be published July 1, 1996.

7. Develop a method for consistent credit hour assignment.

   Course providers need to be able to appeal credit hour disagreements and be consistent with credit hours.

8. Present to the advisory council only those courses about which the staff has questions.

   The Department would have to change the law to do this. This change could not be accomplished before 1997.

9. Approve courses and notify sponsoring organizations of course approvals and credit hour assignments more quickly.

   The Department should be notifying as quickly as possible. The first 8 items on this list should improve this.

10. Increase responsiveness of the program and department to agents and education providers.

    If responses aren't timely, the Department needs to know.

11. Notify the advisory council whenever the commissioner takes action which differs from that recommended by the advisory council.

    This will happen.

12. Improve the Insurance Department database and computer programming to prevent misinformation. Improve the information provided by the Department.

    We're working on this. The Department is currently re-programming the computer system.

13. Improve the timeliness of issuing licenses, rollover certificates, suspension notices, CE-1 forms, and other departmental mailings and notifications.

    This is being worked on. The computer programming has been contracted out. It will not be a quick fix, but the Department is working on it.

14. Have staff visit other state's continuing education programs.

    There is no money in the budget for this, but the staff can certainly call other states and ask questions or opinions.

15. Ensure credit hour assignments do not act as a deterrent to agent enrollment in national professional designation programs,(e.g. CLU and CPCU).

    Through the appeal process and interaction of council, this problem should be resolved.

16. Increase monitoring of courses.

    The Department is sending some staff members to courses this month, and some staff members are also going to take the correspondence courses for input to the Department.

17. Implement continuing education for adjusters.

    A statute change would be required for this so it probably isn't likely to happen soon. Let us make sure the current program runs well and go from there.

Public Comment

Ron Ashabraner complimented the staff on new changes in CE course summary review sheets and also on the program revision ideas.

Action on Old Business

The council discussed reinstating Montana Fringe Benefits proposed instructor. Boon moved to reinstate the instructor. Bebee seconded the motion. The motion passed unanimously.

Discussion of Program Direction

The council discussed the offering of securities courses, proctoring of courses, and presentation of only questionable courses to the council. The council decided to consider these suggestions and wait until all council members are present for further discussion.

Arnold requested that advisory council members Bebee and Leenknecht develop a list of the securities that would fall into the area of insurance continuing education courses.

Discussion of Course Summaries

Bebee moved to approve course summaries. Boon seconded the motion. The motion passed unanimously.

Council Direction to Staff

Good job on course summaries.

Administrative Details - Next Meeting

The next meeting will be held on March 20, 1996, at 4:00 p.m. as a teleconference. The April meeting will be held on April 18, 1996, at 3:30 p.m.

Boon moved to adjourn the meeting. Leenknecht seconded the motion. The motion passed unanimously.

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

Meeting - February 15, 1996

NAME & ADDRESS	ORGANIZATION REPRESENTED	TELEPHONE NUMBER
Cathy Nudd	St Auditor's Of.	444-2040
Ron Bkabraker	State Farm Ins	443-0694

Please print

CONTINUING EDUCATION PROGRAM REVISION IDEAS

As presented by Advisory Council members and the public at the January 25, 1996 meeting:

1. Allow individuals to submit courses, with no sponsoring organization requirement.

2. Eliminate the administrative rule requiring submission of courses 60 day in advance of offering.

3. Approve courses on all securities products, not just those on variable contracts.

4. Decide whether course examinations must be proctored or monitored and what is meant by either term.

5. Increase the Advisory Council involvement in credit hour assignment, with the Commissioner having final say.

6. Complete administrative rule changes to implement an appeal process.

7. Develop a method for consistent credit hour assignment.

8. Present to the advisory council only those courses about which the staff has questions.

9. Approve courses and notify sponsoring organizations of course approvals and credit hour assignments more quickly.

10. Increase responsiveness of the program and department to agents and education providers.

11. Notify the Advisory Council whenever the Commissioner takes action which differs from that recommended by the Advisory Council.

12. Improve the Insurance Department data base and computer programming to prevent misinformation. Improve the information provided by department employees.

13. Improve the timeliness of issuing licenses, rollover certificates, suspension notices, CE-1 forms, and other departmental mailings and notifications.

14. Have staff visit other state's continuing education programs.

15. Ensure credit hour assignments do not act as a deterrent to agent enrollment in national professional designation programs, e.g. CLU and CPCU.

16. Increase monitoring of courses.

17. Implement continuing education for adjusters.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Included at the end of most summaries is notation of a suggested credit hour assignment based on the materials submitted by the sponsoring organization for review. After review and recommendation by the advisory council, final determination of course approval and credit hour assignment shall be made by the commissioner.

Northstar Insurance Services

The following course was included in the course summaries for the meeting of September 14, 1995.

1995 Legislative Changes to Insurance Statutes and Administrative Rules — *2 CH*

Society of Certified Insurance Counselors

The following course is part of the Certified Insurance Counselor certification program.

James K. Ruble Seminar/Marketing & Sales — *15 CH*

The American College

The following course is part of the Registered Employee Benefits Consultant designation program.

HS 343 Compensation & Personnel Management — *20 CH*

The American College

The following courses are part of the Chartered Financial Consultant and Certified Financial Planner certification programs.

Journal Quiz - March 1996	*3 CH*
Journal Quiz - May 1996	*3 CH*
Journal Quiz - July 1996	*3 CH*
Journal Quiz - September 1996	*3 CH*
Journal Quiz - November 1996	3 *CH*
Journal Quiz - January 1997	*3 CH*

Alexander & Alexander, Inc.

Business Auto Policy

This course addresses product knowledge of business auto insurance. The course is 3½ hours of classroom instruction designed to provide general information on business auto policy declarations, coverages, forms, exclusions and endorsements. The course is scheduled March 25, 1996. *3.5 CH*

Contractor's Risk Analysis

This course addresses product knowledge of contractor's insurance coverage. The course is 7½ hours of classroom instruction designed to provide specific information on property exposures, builder's risk and installation floater forms, contractor's equipment and mobile equipment floaters, liability exposures, endorsements and certificates of insurance. The course is scheduled March 28, 1996. *7.5 CH*

Alternative Commercial Property Approaches

This course addresses product knowledge of commercial property insurance. The course is 3½ hours of classroom instruction designed to provide general information on marine versus property insurance, valuation, aggregate stop loss, manufacturers output and stock through-put policies, eligible risks and difference in conditions coverage. The course is scheduled March 5, 1996. *3.5 CH*

Garage Coverage

This course addresses product knowledge of commercial property and business insurance. The course is 3½ hours of classroom instruction designed to provide specific information on coverages, exclusions, specified perils, insureds, physical and personal damage coverages and insurance limits. The course is scheduled March 28, 1996. *3.5 CH*

The Other Side of Liability

This course addresses liability insurance. The course is 7½ hours of classroom instruction designed to provide in-depth information on directors and officers liability insurance, errors and omissions, common allegations, actions and plaintiffs, coverages, exclusions and employment practices which reduce exposures. The course is scheduled April 8, 1996. *7.5 CH*

Montana Association of Life Underwriters

The Industries Product Array-Why We Have It-Why They Buy It

This course addresses product knowledge of life insurance and annuities. The course is 2 hours of classroom instruction designed to provide general information on term, whole, universal and variable universal life insurance and fixed and variable annuities. The course is scheduled May 2, 1996. *2 CH*

Long Term Care Presentation

This course addresses product knowledge and marketing of long-term care insurance. The course is scheduled for 3 hours of class time. The course is designed to provide basic information on long-term care products and prospective purchasers. The course is scheduled May 2, 1996. *1 CH*

Business Buy Sell Agreements

This course addresses product knowledge of business continuation insurance. The course is 2 hours of classroom instruction designed to provide specific information on situations in which business continuation insurance may be used and methods of funding the buy-sell agreement using insurance products. The course is scheduled May 2, 1996. *2 CH*

Estate Planning

This course addresses product knowledge of life insurance and annuities. The course is 5 hours of classroom instruction designed to provide specific information on split dollar trusts, the generation skipping tax, family limited partnerships and life insurance. The course is scheduled May 3, 1996. *5 CH*

Reaching New Heights through Multi-line Sales

This course addresses the marketing capability of the licensee. The course is 2 hours of classroom instruction, which includes 1 hour of instruction on prospecting and time management, designed to provide basic information on multi-line licensure and sales, a time management system, supportive office skills, successful prospecting and a goal setting system. The course is scheduled May 2, 1996. *1 CH*

State Farm Insurance

A496 - Commercial Vehicles

This course addresses product knowledge of commercial auto insurance. The course is 2 hours of classroom instruction designed to provide basic information on commercial vehicles, classification, coverages, policy restrictions and endorsements and rating commercial vehicles. No offerings currently scheduled. *2 CH*

A596 - Non-Owned Auto Exposure & Coverages

This course addresses product knowledge of auto insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide basic information on non-owned car insurance coverages and restrictions, State Farm policy endorsements and miscellaneous exposures. No offerings currently scheduled. *.5 CH*

M396 - Fraud Awareness Seminar

This course addresses ethics and management. The course is 2 hours of classroom instruction designed to provide general information on State Farm insurance fraud awareness and internal procedures, claim fraud, fraud associated with specific coverages and application fraud. No offerings currently scheduled. *2 CH*

Farmers Insurance Group

Farmers Premier Whole Life

This course addresses product knowledge of life insurance. The course is 3 hours of classroom instruction, which includes 2½ hours of agent training, designed to provide specific information on whole life insurance and Farmers Insurance Group Premier Whole Life policy. No offerings currently scheduled. *.5 CH*

Noble Continuing Education

Auto/Liability Insurance

This course addresses product knowledge of auto liability insurance. The course is 2½ hours of self-study correspondence instruction designed to provide specific information on property and bodily injury liability, torts, negligence, coverage exclusions, comprehensive coverage, product hazard and product liability coverage. This is an on-going offering. *2.5 CH*

Farm Bureau Life Education Services

Life Portfolio

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide general information on whole life insurance products and specific information on new Farm Bureau Life term life insurance products. The course is scheduled March 12, 1996. *.5 CH*

Annuity Portfolio

This course addresses product knowledge of annuities. The course is 1 hour of classroom instruction designed to provide basic information on uses of annuities, variable annuity contracts and settlement options. The course is scheduled March 12, 1996. *1 CH*

Disability Portfolio

This course addresses product knowledge of disability insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide general information on disability insurance provisions and Farm Bureau Life disability policies. The course is scheduled March 12, 1996. *.5 CH*

Chubb Life America

Life Insurer Financial Analysis Module

This course addresses management. The course is 2 hours of classroom instruction designed to provide specific information on analyzing the financial health of life insurance companies, AM Best ratings, stock versus mutual companies, profit measures, insurance in force and financial performance. No offering currently scheduled. *2 CH*

Rollins, Hudig & Hall

Captive Programs Workshop

This course addresses management. The course is 4 hours of classroom instruction designed to provide specific information on reinsurance captive programs, how they affect the insured, producer and company, captive ownership (single parent, association or multi-owned) and how to establish an equity captive. The course is scheduled March 18, 1996. *4 CH*

Premium Financing Program

This course addresses product knowledge of premium financing. The course is 4½ hours of classroom instruction designed to provide specific information on premium finance loans, negotiations, avoiding misrepresentation and the mathematics of a premium finance loan. *4.5 CH*

American Society of CLU & ChFc

Planning Nonqualified Unfunded Salary Continuation Arrangements

This course addresses product knowledge of life insurance. The course is 2 hours of video teleconference designed to provide specific information on life insurance as a funding vehicle for nonqualified deferred compensation plans and review split dollar plans. The course is scheduled April 25, 1996. *2 CH*

Continental General Insurance Company

The following course was summarized for the meeting of February 4, 1994.

Long Term Care *3 CH*

The Equitable

Advanced Planning Strategies for the Privately Held Business

This course addresses management and marketing capability of the licensee. The course is 20 hours of classroom instruction, which includes 8 hours of agent training and organization specific activity, designed to provide specific information on C and S corporation buy out policies, funding the transfer of a closely held business and qualified plan changes. The course is scheduled March 25, 1996. *12 CH*

Life Underwriter Training Council

The following course is part of the Life Underwriter certification program.

AALU (Association for Advanced Life Underwriting) 1996 Annual Meeting *8 CH*

Aviation Insurance Association

Aviation Insurance Seminar 5-96

This course addresses product knowledge of aviation insurance. The course is 8 hours of classroom instruction designed to provide specific information on aviation risk management, liability products, insurance requirements, policy coverages, claims and cost containment and reinsurance. The course is scheduled May 5, 1996. *8 CH*

United Insurance Educators, Inc.

Home & Auto

This course addresses product knowledge of property and casualty insurance. The course is 30 hours of correspondence instruction designed to provide general information on risk, auto insurance, liability insurance, homeowner's insurance, forms, coverages, exclusions and loss-adjustment provisions. This is an on-going offering. *10 CH*

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL
AGENDA

January 25, 1996
Capitol Building - Room 405
1:00 pm

Call to order	1:00
Approval of minutes	1:10
June 7, 1995, July 27, 1995, August 17, 1995, September 14, 1995, October 26, 1995, November 16, 1995 and December 14, 1995	
Presentation of course summaries	1:20
The Continuing Education Program - An Overview	1:40
Evaluating future direction	2:00
Deputy Commissioner, Frank Coté	
Public Comment	2:45
Break	3:15
Discussion of program direction	3:30
Discussion of course summaries	4:30
Council direction to staff	4:55
Administrative Details - Next Meeting	5:00
February 15, 1996 - 3:30 pm - Teleconference	
Adjourn	5:00

January 22, 1996

Insurance Continuing Education Advisory Council

Minutes

January 25, 1996

The following are summary minutes of the meeting of January 25, 1996.

The meeting was called to order at 1:05 p.m. in Room 405 of the Capitol Building, Helena, Montana.

Members Present

The following members were in attendance:

Mark Nelson, Insurance Department Non-Voting Member
Tony Leenknecht, Montana Association of Life Underwriters Member
Bill Bolt, Professional Insurance Agents of Montana Member
John Bebee, Unaffiliated Insurance Agent Member
Julie McDade, Public Member

The following members were in attendance via conference phone:

Robin Boon, Independent Insurance Agents of Montana Member
Ed Eck, Public Member

Staff Present

Mary Arnold, Continuing Education Program
Frank Cote, Deputy Insurance Commissioner
Nita Holman, Recording Secretary
Cathy Mudd, Licensing Technician
Michelle Huftel, Administrative Assistant

A list of others present is attached as Exhibit 1.

Approval of Minutes

Bebee moved that all the minutes of all meetings presented be approved. Bolt seconded the motion and it carried unanimously.

Presentation of Course Summaries

Arnold presented the Course review summaries, Addendum 1 and Addendum 2, marked as Exhibits 2, 3, and 4 respectively.

The Continuing Education Program - An Overview

Arnold presented an overview of the Continuing Education Program.

Arnold presented the Licensee Filing Flow Chart and the Course Submission Flow Chart, marked as Exhibits 5 and 6 respectively.

Evaluating Future Direction

Coté discussed the problems that have occurred during the last two years. He also discussed how the size of the CE program was underestimated. Coté asked for suggestions from the advisory council members, public and the insurance industry members present on how to make the program work better.

The suggestions will be summarized and possible solutions will be presented at the next advisory council meeting.

Discussion of Program Direction

There was none.

Discussion of Course Summaries

Bebee moved that the courses presented be recommended approved. Leenknecht seconded the motion. Motion carried.

Council Direction to Staff

Bebee asked staff to make a summary of what suggestions were given by the council and public.

Bebee asked about the rules appeal process. Bebee said he would like to know when a course the council recommends for approval is assigned no credit. Leenknecht asked if the advisory council could receive the staff recommendation of credit hours with each course summary. Bolt would prefer to look only at the course exceptions and not at all course summaries.

There was discussion on the time frame of getting course approvals and availability.

Administrative Details - Next Meeting

The next meeting will be a teleconference meeting on February 15, 1996, at 3:30 p.m.

Bebee made a motion to adjourn, Boon seconded the motion, and motion carried.

INSURANCE CONTINUING EDUCATION ADVISORY COUNCIL

Meeting - January 25, 1996

NAME & ADDRESS	ORGANIZATION REPRESENTED	TELEPHONE NUMBER
Roger McGlenn BOX 5593 HELENA 59604	IIAM/MIEA	442-9555
Michelle Lester	SAO	444-2040
Cathy Nudd	SAO	444-2040
Teri James	State Farm	652-4355
Mickey Pistoria	STATE FARM	illegible
Mike Shreve GREAT FALLS	Farmers	406-761-4560
Jim Paffhausen - Bozeman	STATE FARM	403-582-8483
Ron Ashabraner	STATE FARM	443-0694
Buck MacLaurin	State Farm	443-0867

Please print

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

National Business Institute, Inc.

Insurance Coverage Law in Montana

This course addresses product knowledge, ethics and insurance law. The course is 6 hours of classroom instruction designed to provide general information on insurance contract and coverages, insurance claims litigation and settlement and extra-contractual liability. The course is scheduled March 28, 1996 in Missoula.

Noble Continuing Education

Retirement Planning I

This course addresses product knowledge of life insurance. The course is 2 hours of self-study correspondence text, which includes 1 hour of instruction on government outreach programs, Keoghs, IRAs, real estate, precious metals and traditional investment portfolios, designed to provide basic information on personal life insurance, social security, qualified and non-qualified plans, annuities and long term care insurance. This is an on-going offering.

Estate Planning II

This course addresses product knowledge of life and health insurance. The course is 4 hours of self-study correspondence text, which includes 1 hour of instruction on beneficiary designation, collateral assignment and financial planning, designed to provide general information on life insurance, health insurance and settlement options. This is an on-going offering.

Worker's Compensation

This course addresses product knowledge of disability insurance. The course is 4 hours of self-study correspondence instruction, including ½ hour of instruction on economic and job security and regulation of finance, designed to provide specific information on social insurance, worker's compensation, disability insurance, levels of disability, state regulation and oversight and pricing of insurance rates. This is an on-going offering.

Employee Benefit Plans

This course addresses product knowledge of life insurance. The course is 3 hours of self-study correspondence text, which includes 1 hour of instruction on government outreach programs, Keoghs, IRAs, real estate, precious metals and traditional investment portfolios, designed to provide basic information on types of employee benefits and insurance-based compensation, personal life insurance, social security, qualified and non-qualified plans, annuities and long term care insurance. This is an on-going offering.

State Farm Insurance

A196 - Selection of Eligible Business

This course addresses product knowledge of auto insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, rate book and application form review, designed to provide basic information on auto policy underwriting and evaluation of a potential insured. No offerings currently scheduled.

A296 - Auto Information Bowl

This course addresses product knowledge of auto insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, premium billing and the computer program ECHO, designed to provide general information on auto policies, coverage of newly-acquired vehicles, detachable trailers, and farm use vehicles, premium discounts and surcharges and policy coverages. No offerings currently scheduled.

A396 - Auto Rating Review

This course addresses product knowledge of auto insurance. The course is 1 hour of classroom instruction designed to provide basic premium classification factors and other factors determining premium rates, discounts and surcharges and three review exercises. No offerings currently scheduled.

C196 - Apartment and Condominium/Association Policy Coverage

This course addresses product knowledge of renters and condominium property insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide specific information on the State Farm apartment policy and the condominium association policy coverages, property, personal property and loss of income coverages, coverage extensions and liability coverages. No offerings currently scheduled.

C296 - Fidelity & Surety Bonds

This course addresses product knowledge of fidelity and surety bonds. The course is 1 hour of classroom instruction designed to provide basic information on fidelity and surety bonds, coverages, types of bonds, parties to surety bonds, underwriting requirements and execution of bonds and appointment as attorney-in-fact. No offerings currently scheduled.

C396 - Underwriting Business Insurance

This course addresses product knowledge of commercial property insurance. The course is 2 hours of classroom instruction, which includes ½ hour of agent training, designed to provide specific information on the State Farm Business Policy Sales Booklet and Commercial Property Survey, underwriting requirements, risks and binding limits. No offerings currently scheduled.

Mountain West Farm Bureau

Commercial Audits

This course addresses product knowledge of business insurance. The course is 2 hours of classroom instruction designed to provide specific information on commercial policy audits, premium-base projections and adjustments, audits of gross receipts and payroll and facility risk. The course is scheduled February 13, 1996.

Time Element Coverages

This course addresses product knowledge of business income and extra expense insurance coverage. The course is 2 hours of classroom instruction, which includes ½ hour of agent training, designed to provide specific information on loss of business income, business interruption extended business income and extra expense coverages and limitations. The course is scheduled February 13, 1996.

Section I and II Optional Coverages

This course addresses product knowledge of property and liability insurance. The course is 2 hours of classroom instruction, which includes 1 hour of agent training, designed to provide specific information on optional coverage endorsements available on Mountain West Farm Bureau's property and liability policies. The course is scheduled February 13, 1996.

American Society of CLU & ChFC

The following courses are part of the American Society of CLU & ChFC certification programs.

Comparing and Contrasting Business Entities and the Tax Treatment of Business Life Insurance in Each
1996 Sophisticated Planning with Life Insurance Trust Series-Day 1
1996 Sophisticated Planning with Life Insurance Trust Series-Day 2
Estate & Business Planning Symposium

American Society of CLU & ChFC

Aetna Life & Pension Honor Clubs Meeting

This course addresses product knowledge of annuities and life insurance. The course is 9½ hours of classroom instruction, offered as part of a larger program, designed to provide specific information on named beneficiaries of life insurance policies, succession planning in an S corporation using a grantor-retained annuity trust (GRAT), generation skipping transfer tax, split interest charitable trusts and life insurance gifting techniques. The course is scheduled April 18, 1996.

Society of Certified Insurance Counselors

The following courses are part of the Society of Certified Insurance Counselors CIC certification program.

James K. Ruble Seminar/Advanced Coverage-1996
James K. Ruble Seminar/MEGA-1996

Continental General Insurance Company

Disability Income Concepts

This Pictorial course was previously summarized in the Course Review Summaries of December 12, 1994.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

State Farm

C496 - Apartment & Condo IV

This course addresses product knowledge of property insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide basic information on the State Farm Commercial Cost Guide, valuation of commercial (rental residence) property, evaluation of building replacement cost and insurance-to-value recommendations. No offerings currently scheduled.

C596 - Business Policy Coverage Workshop

This course addresses product knowledge of commercial property insurance. The course is 2 hours of classroom instruction, which includes 1 hour of agent training, designed to provide specific information on the State Farm Business Policy and Commercial Umbrella Policy, policy declarations and supplemental declarations, property and liability coverages and limits of insurance and deductibles. No offering currently scheduled.

C696 - Business Policy IV

This course addresses product knowledge of commercial property insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide basic information on the State Farm Commercial Cost Guide, determining business personal property and guidelines for insuring buildings. No offering currently scheduled.

C796 - Church Policy Coverage & IV

This course addresses product knowledge of property insurance. The course is 2 hours of classroom instruction, which includes 1 hour of agent training, designed to provide specific information on the State Farm Church Policy and Business Policy, coverages and optional coverages, business liability coverages, insurance-to-value and additional coverage for non-owned snowmobiles. No offering currently scheduled.

C896 - Premises/Personal Liability Policy Workshop

This course addresses product knowledge of liability insurance. The course is 1 hour of classroom instruction, which includes ½ of agent training, designed to provide specific information on the State Farm Premises/Personal Liability Policy, purpose, definitions, supplemental coverages, exclusions, conditions, exposures and basic premiums. No offering currently scheduled.

C996 - Underwriting Apartment & Condo/Association Insurance

This course addresses product knowledge of commercial lines underwriting. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide general information on the State Farm Commercial Property Survey, apartment and condo/association underwriting guidelines and surveying the properties. No offering currently scheduled.

C1096 - Underwriting Church Insurance

This course addresses product knowledge of property and liability insurance underwriting. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide specific information on the State Farm Church Survey, identifying the market, liability situations unique to religious organizations, underwriting guidelines and a physical survey of the facility. No offerings currently scheduled.

C1196 - Underwriting Contractors Insurance

This course addresses product knowledge of property and business liability insurance. The course is 1 hour of classroom instruction, including ½ hour of agent training,designed to provide general information on the State Farm contractor's Policy Booklet and Pre-selection Guide, agent binding authority and limits, contractor eligibility, issuing a certificate of insurance and property damage deductible. No offering currently scheduled.

F296 - Homeowners Section I

This course addresses product knowledge of property insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide basic information on the State Farm Homeowners Policies form 3 and form 5 Section 1, loss coverages, limitations and depreciation. No offering currently scheduled.

F396 - Homeowners Section 2

This course addresses product knowledge of property insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide basic information on the State Farm Homeowners Section 2, policy provisions and liability exposures. No offering currently scheduled.

F496 - Homeowners Underwriting Guide

This course addresses product knowledge of property insurance underwriting. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide basic information on the State Farm Homeowners Underwriting Guide, binding risks and coverage, deductibles and liability coverage. No offering currently scheduled.

F596 - Fire Information Bowl

This course addresses product knowledge of property and liability insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide general information on State Farm Fire Company rules, Personal Liability Umbrella Policy, risks, notices to policyholders, policy and coverage types and credits. No offerings currently scheduled.

H196 - Mortgage Disability Income

This course addresses product knowledge of disability insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide basic information on the State Farm Mortgage Disability Income policy, elimination and income periods, pre-existing conditions, eligibility and other coverages to recommend. No offering currently scheduled.

H296 - Disability Insurance

This course addresses product knowledge of disability insurance. The course is 2 hours of classroom instruction, which includes ½ hour of agent training, designed to provide specific information on the State Farm Disability Income policy and Guarantee Renewable Disability policy, coverages, exclusions, exceptions, limitations, riders and eligibility. No offering currently scheduled.

H396 - Health Insurance Review Forum

This course addresses product knowledge of health insurance. The course is 2 hours of classroom instruction, which includes 1 hour of agent training, designed to provide specific information on the State Farm Basic Hospital Surgical, Short-term Hospital Surgical, Hospital Income and Disability Income policies, deductibles, riders, coverages, premiums, exclusions, eligibility and supplemental policies. No offering currently scheduled.

H496 - Mortgage Disability Income & Hospital Income Policies

This course addresses product knowledge of disability insurance. The course is 2 hours of classroom instruction, which includes 1 hour of agent training, designed to provide basic information on the State Farm Mortgage Disability Income and Hospital Income policies, total disability, exclusions, limitations and benefit periods, eligibility and other coverages to recommend. No offering currently scheduled.

L196 - Cash Values & Dividends

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on the cash value of permanent life insurance products and the calculation of dividends. No offering currently scheduled.

L296 - Basic Life

This course addresses product knowledge of life insurance. The course is 2 hours of classroom instruction, which includes ½ hour of agent training, designed to provide general information on life insurance, term and whole life, permanent life, conversions, settlement options, benefits and rating tables. No offering is currently scheduled.

M196 - Agents' Professional Liability (Ethics and Us)

This course addresses ethics. The course is 2 hours of classroom instruction designed to provide specific information on ethical behavior, public image and ethical values. No offering currently scheduled.

M296 - Insurance Affordability Issues

This course addresses marketing of insurance. The course is 2 hours of classroom instruction designed to provide general information on consumer concerns and responses to questions raised on insurance affordability and industry credibility including recommendations on voting. No offering currently scheduled.

L696 - Underwriting Potpourri

This course addresses product knowledge of life insurance underwriting. The course is 2 hours of classroom instruction designed to provide specific information on juvenile applications, dangerous avocations, foreign travel or residency and financial underwriting. No offering currently scheduled.

L596 - Brush Up on Annuities

This course addresses product knowledge annuities. The course is 2 hours of classroom instruction designed to provide general information on annuities, deferred annuities, immediate annuities and IRAs. No offering currently scheduled.

L396 - Promises Made & Paid

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide general information on payment on life insurance, death claims, programs for partial benefits, total death benefits and disability claims. No offering currently scheduled.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Insurance Business Consultants, Inc. on behalf of AAMGA Univ.

Advanced Liability 1996

This course addresses product knowledge of liability insurance. The course is 12 hours of classroom instruction designed to provide specific information on complex liability insurance placement for pollution exposures, certificates of insurance for sub-contractors, picking up existing exposures and protecting the insured from potential loss. The course is scheduled April 14, 1996.

NAPSLO (National Association of Professional Surplus Line Offices)

Will There be Opportunities in Tomorrow's Marketplace?

This course addresses management and marketing capability of licensees of insurance products. The course is 1 hour of classroom instruction designed to provide in-depth information on changes in the surplus lines insurance market as a result of increased technology. The course is scheduled February 16, 1996.

Financial Security: Where Are We Today and Where Will We Be Tomorrow?

This course addresses product knowledge and marketing capability of surplus and excess lines insurance. The course is 1½ hours of classroom instruction designed to provide specific information on solvency in the excess and surplus lines markets and evaluating the financial information of those companies. The course is scheduled February 15, 1996.

Variable Contracts

This course addresses product knowledge of variable insurance contracts. The course is 13 hours of self-study correspondence instruction designed to provide specific information on variable life insurance contracts, universal life insurance, annuity contracts, the role of variable life insurance and determining id a variable contract meets consumer needs. This is an on-going offering.

Professional Insurance Agents (PIA) of Montana

The following courses replace the courses of the same name previously sponsored by the National Association of Professional Insurance Agents. Instructional methodology (classroom) remains the same. Course records will be kept by PIA of Montana for future offerings.

Personal Lines I (PL1)
Personal Lines II (PL2)
Personal Lines III (PL3)
Commercial Lines I (CL1)
Commercial Lines II (CL2)
Commercial Lines III (CL3)
Agency Operations I (AO1)
Agency Operations II (AO2)
Agency Operations III (AO3)

Insurance Women's Association of Seattle

Insurance Policy Interpretation

This course addresses product knowledge of auto insurance and liability insurance. The course is 2 hours of classroom instruction designed to provide general information on personal automobile insurance policies and commercial general liability insurance policies. The course is scheduled March 15, 1996.

Long-term Care

This course addresses product knowledge of long term care insurance. The course is 25 hours of self-study correspondence instruction designed to provide specific information on long-term care coverage, care providers, medicare supplements, benefits and underwriting objectives. This is an on-going offering.

Introduction to Financial Products

This course addresses product knowledge of life insurance and annuities. The course is 10 hours of self-study correspondence instruction, which includes instruction on investments, risk an return,savings and other liquid vehicles, stocks, bonds, real estate, designed to provide general information on the role of life insurance and annuities in investment plans. This is an on-going offering.

Ethics for the Insurance Professional

This course addresses ethics. The course is 25 hours of self-study correspondence instruction designed to provide specific information on ethical behavior in the insurance industry. This is an on-going offering.

Estate Planning

This course addresses product knowledge of estates. The course is 32 hours of self-study correspondence instruction designed to provide general information on the use of life insurance and annuities in estate planning. This is an on-going offering.

Total Needs Selling

This course addresses marketing capability of licensees. The course is 20 hours of self-study correspondence instruction designed to provide basic information on identifying additional insurance needs of existing clients. This is an on-going offering.

American Express Financial Advisors

Risk Management: Disability Insurance

This course addresses product knowledge disability insurance. The course is 2 hours of classroom instruction, which includes ½ hour of agent training, designed to provide basic information on types of individual policies, contract components, underwriting and a needs assessment. No offering currently scheduled.

The Variable Annuity Life Insurance Company (VALIC)

Principles of Social Security

This course addresses product knowledge of Social Security. The course is 3 hours of classroom instruction designed to provide specific information on Social Security benefits, penalties, exclusions and the Medicare program. The course is scheduled February 23, 1996.

Annuitization - Payout Options at Retirement

This course addresses product knowledge of annuities. The course is 1½ hours of classroom instruction designed to provide specific information on annuity payout options, single life annuity, joint and survivor annuity, life annuity with payment guaranteed, lump sum payment versus partial withdrawals and designated period. The course is scheduled February 23, 1996.

Franklin Life Insurance Company

Pension Enhancement

This course addresses product knowledge of annuities. The course is 3 hours of classroom instruction designed to provide general information on annuities versus income from insurance products. The course is scheduled February 15, 1996.

So Sue Me

This course addresses ethics. The course is 4 hours of classroom instruction designed to provide instruction on insurance fraud and contract law as it relates to insurance contracts. No offering currently scheduled.

IGF Insurance Company

Crop Insurance Update 96

This course addresses product knowledge and marketing capability of crop insurance. The course is 7 hours of classroom instruction, including 1½ hours of agent training, designed to provide specific information about 1996 changes to the Federal Crop Insurance Program, multi-peril crop insurance program, reforms and updates, revised forms and service procedures, actuarial changes and acreage reporting requirements. The course is scheduled March 14, 1996.

State of the Program

In 1993 when the legislative committees met to discuss the then proposed insurance producers and consultants continuing education act no one was sure what to expect. Members of the insurance industry who supported implementation of the program to increase professionalism in Montana's insurance industry and reduce the education requirements place on Montana's licensees in other states, projected 400 courses being made available. Everyone involved suspected continuing education would identify many individuals licensed to sell insurance in Montana, but no longer practicing members of the industry. The one thing everyone involved did expect, however, was that this would be a challenge. It has been that.

A little over two years ago this advisory council met for the first time to approve insurance continuing education courses for Montana insurance licensees. We have all come a long way from that meeting. You are already aware of one of the challenges and gains, some of them will be news to the council members present.

We have now gone through one full cycle in the continuing education program, approving courses by sponsoring organizations, having Montana approved courses offered for credit to licensees, licensees reporting their course attendance and continuing education compliance, and notifying and suspending the licenses of those who did not comply.

Almost 2000 courses have been submitted for review and approval so far. This council has reviewed over 1,560 courses in that two years. 1,537 of those courses have subsequently been approved by the commissioner and assigned credit hours. The remaining courses have been withdrawn from consideration by the sponsoring organizations.

The insurance education industry has been remarkably good in submitting only those courses that are **insurance** education courses for review and following the administrative rules and law in their submissions and course offerings. One prospective sponsoring organization was denied submission rights outright because of action taken in other states. One sponsoring organization had administrative action taken for misrepresenting course approval--the Commissioner provided course credit to those licensees mislead by the provider. Other providers have been counseled regarding expected changes when concerns have been raised.

We will continue to send staff to monitor courses when we hear concerns about sponsoring organizations, their presentations and programs. It is our belief that a quality education program begins with quality courses.

The first licensee reporting cycle was overwhelming... an overwhelming success in the number of licensees who filed correctly, on-time after successful completion of their credit hour requirement and an overwhelming challenge in the shear volume of paper involved in reporting that success.

Approximately 8,700 licensees filed 1994 continuing education compliance during 1995. Since January 1, 1996 approximately 350 more have submitted 1994 compliance filings.

The influx of submissions since January 1, 1996 is a direct response to the notices of license suspension sent to licensees, who according to our records, had not met the 1994 requirement. 5,058 suspension notices were mailed to Montana resident and non-resident licensees. Some small number we mistakes on our part--computer data that did not match or human entry errors. These were reinstated immediately with our apologies. Some of those notices reflect movement within our society--out of the state or out of the insurance industry. Some of those notices reflect unawareness or inattention on the part of the licensee. A few reflect deaths or retirement. We have received several kind letters from licensees stating that they loved selling insurance, but retirement was just fine--could we please terminate their license? We are helping those who wish to reinstate their license find courses and file the required certification.

In the meantime, those licenses are in suspension. In a year, those licenses which have not been reinstated will be terminated.

On a more positive note, the Commissioner's office has assisted sponsoring organizations in the offering of 40 plus courses on changes in Montana insurance statutes and administrative rules--mostly in the persons of Mark Nelson and Frank Coté.

We have all participated in this outreach. During 1995, I made 2954 outgoing continuing education calls--unfortunately the equipment doesn't track the incoming calls, too--answering questions and assisting licensees and sponsoring organizations.

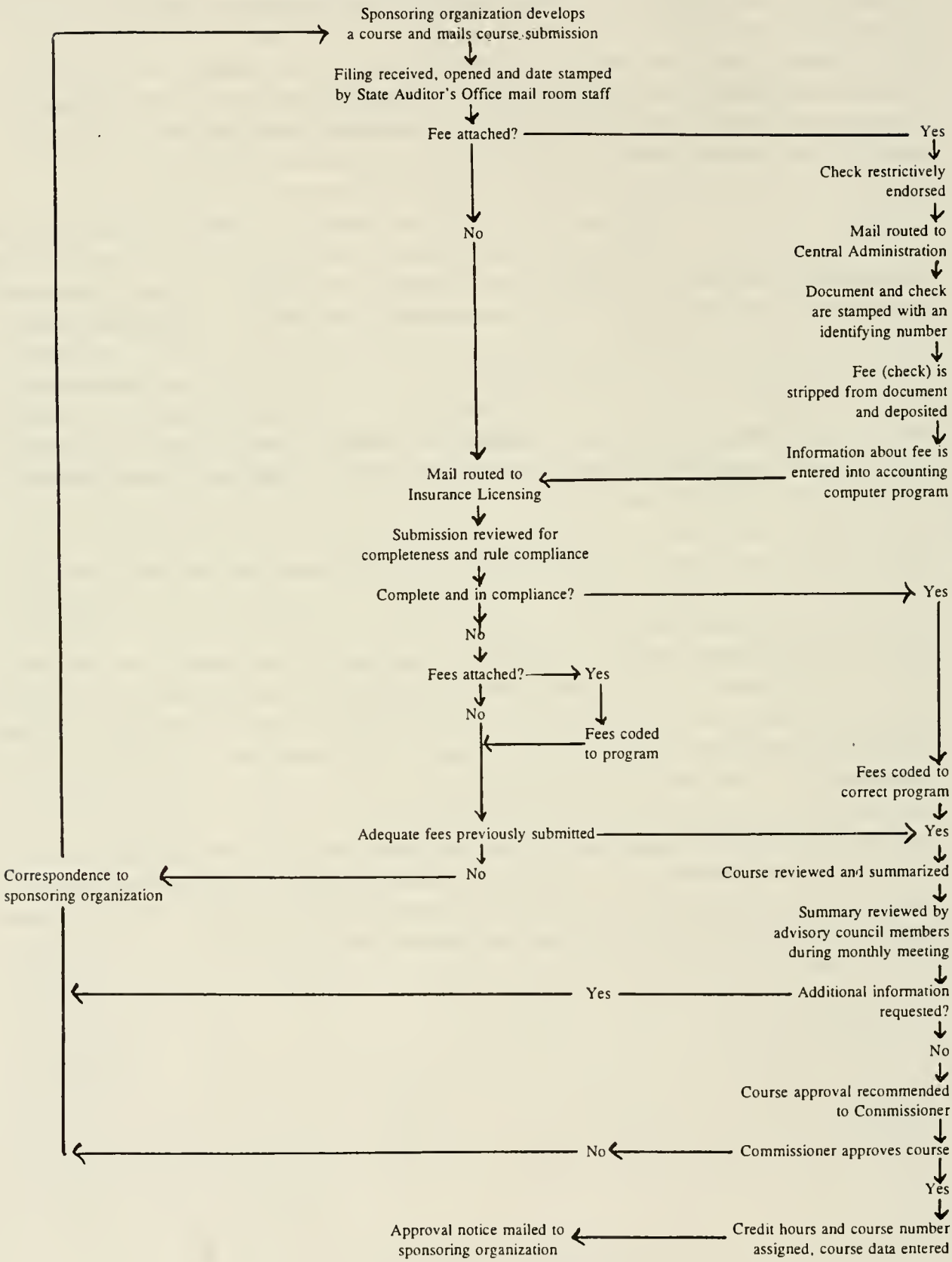
The most gratifying accomplishment we have made is the reduction of licensee fees from $25 to $10 dollars. By working smart--holding council meetings by phone conference, mailing materials instead of faxing--we have held program costs down enabling this dramatic reduction in fees.

What would we like to do better? Be more responsive to licensees, respond to their questions and process their filings more quickly.

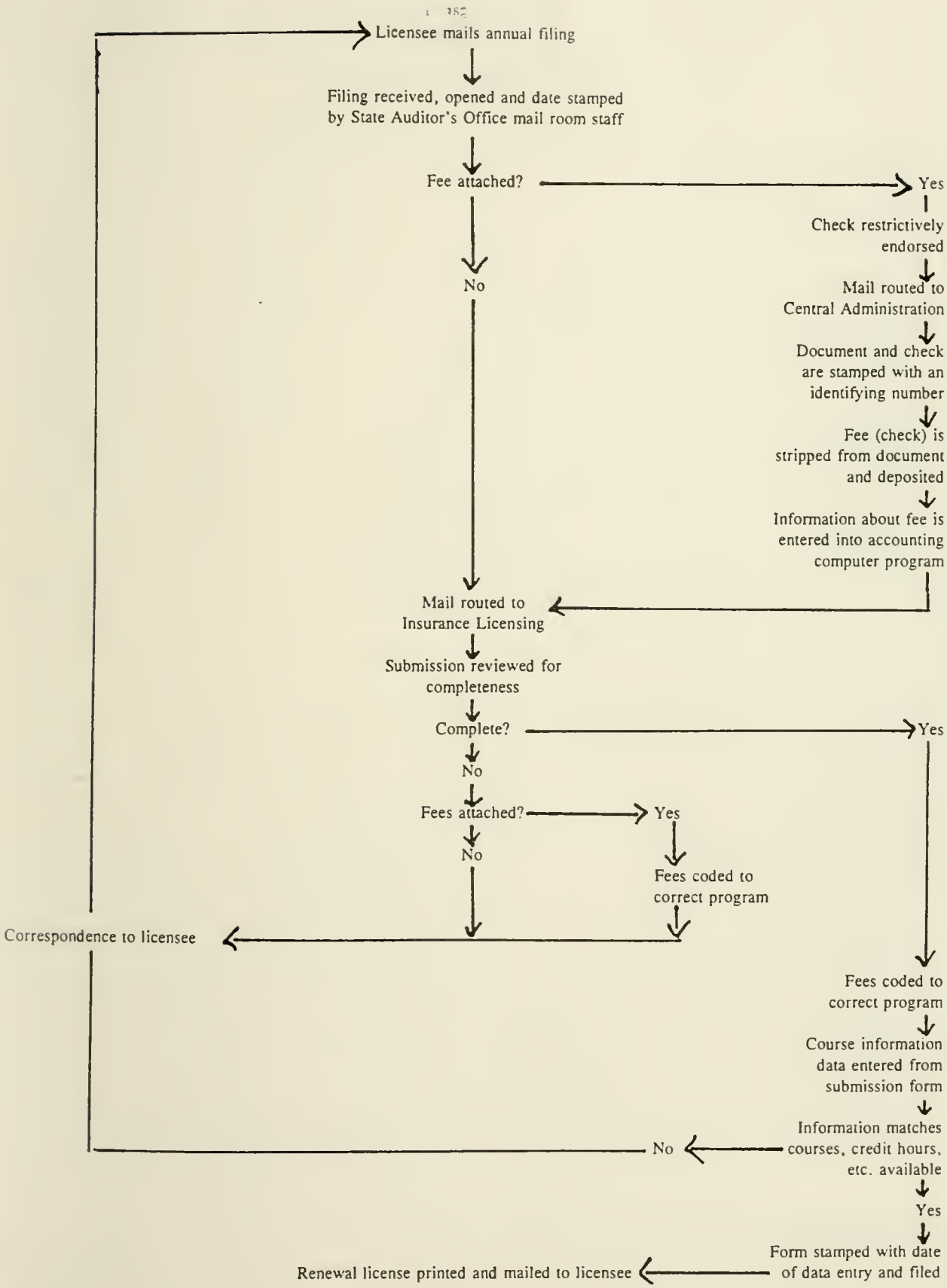
The 1500 filings that we receive each month, breaks down to 50 a day to process, 10 minutes per filing, 500 minutes a day is more than an eight hour a day job--without phone calls. We are adding licensees at the rate of 200 a month. These new licensees will only add to the number of filings.

We are looking forward to the ideas and suggestions which develop from todays discussion. The continuing education program goal is and will continue to be providing the best quality insurance education courses to Montana's insurance licensees.

COURSE SUBMISSION FLOW CHART


Sponsoring organization develops a course and mails course submission
Filing received, opened and date stamped by State Auditor's Office mail room staff
Fee attached?
Yes
Check restrictively endorsed
Mail routed to Central Administration
Document and check are stamped with an identifying number
Fee (check) is stripped from document and deposited
Information about fee is entered into accounting computer program
No
Mail routed to Insurance Licensing
Submission reviewed for completeness and rule compliance
Complete and in compliance?
Yes
No
Fees attached?
Yes
No
Fees coded to program
Fees coded to correct program
Adequate fees previously submitted
Yes
No
Correspondence to sponsoring organization
Course reviewed and summarized
Summary reviewed by advisory council members during monthly meeting
Yes
Additional information requested?
No
Course approval recommended to Commissioner
No
Commissioner approves course
Yes
Approval notice mailed to sponsoring organization
Credit hours and course number assigned, course data entered

LICENSEE FILING FLOW CHART


Licensee mails annual filing
Filing received, opened and date stamped by State Auditor's Office mail room staff
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Fees attached?
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Fees coded to correct program
Correspondence to licensee
Fees coded to correct program
Course information data entered from submission form
Information matches courses, credit hours, etc. available
No
Yes
Form stamped with date of data entry and filed
Renewal license printed and mailed to licensee

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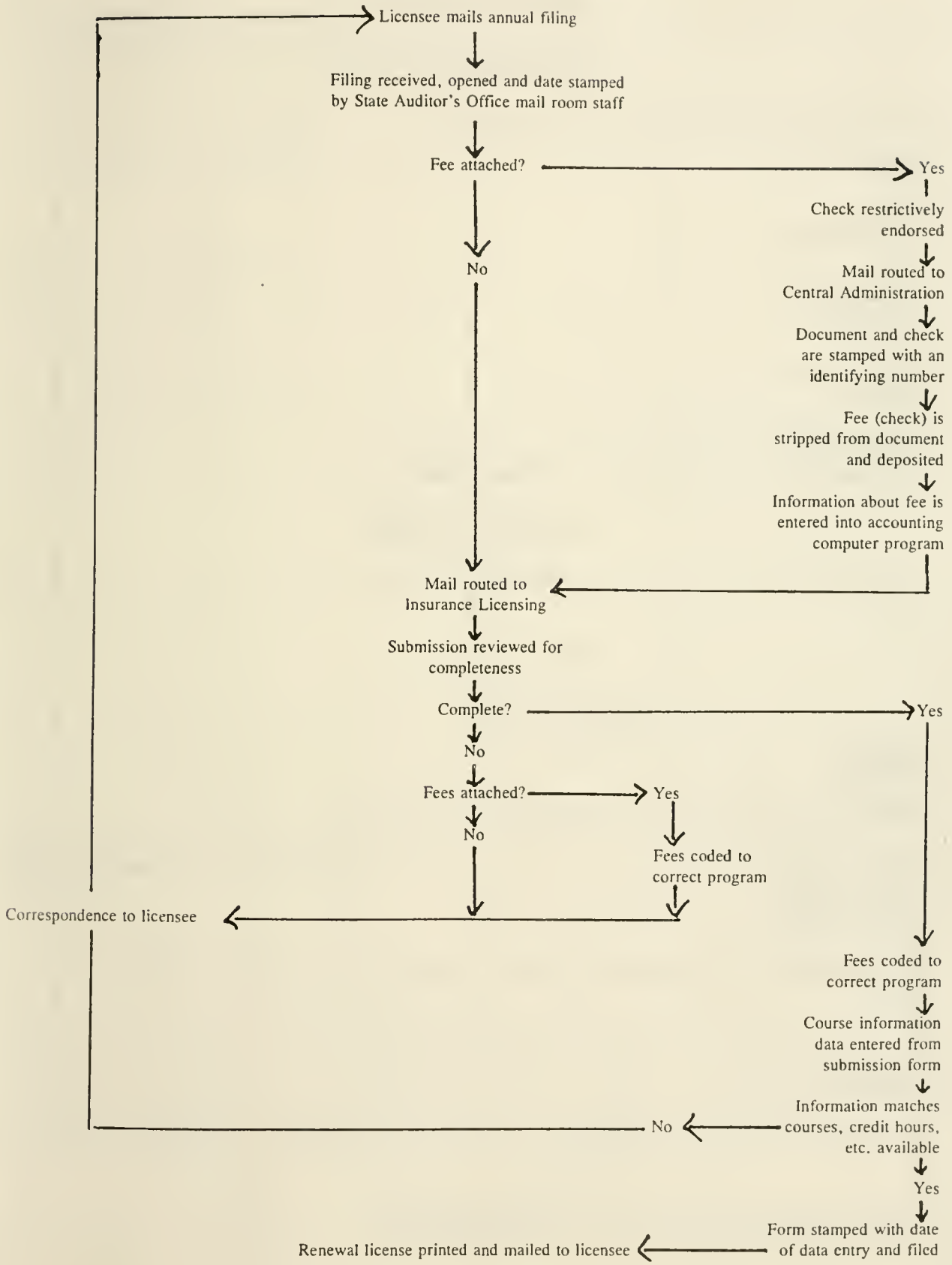
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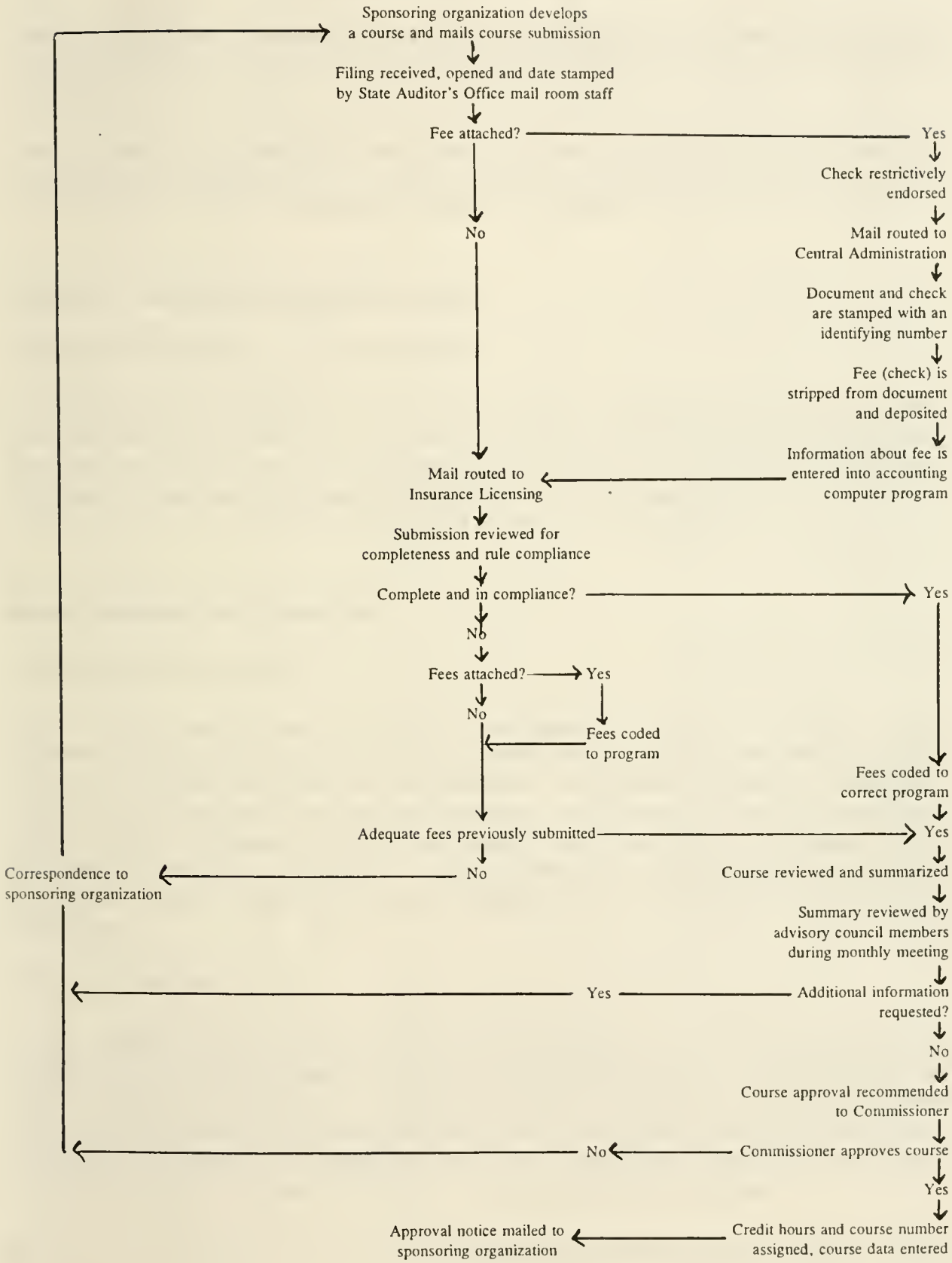
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Additional information requested?
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Course approval recommended to Commissioner
No
Commissioner approves course
Yes
Approval notice mailed to sponsoring organization
Credit hours and course number assigned, course data entered

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

National Business Institute, Inc.

Insurance Coverage Law in Montana

This course addresses product knowledge, ethics and insurance law. The course is 6 hours of classroom instruction designed to provide general information on insurance contract and coverages, insurance claims litigation and settlement and extra-contractual liability. The course is scheduled March 28, 1996 in Missoula.

Noble Continuing Education

Retirement Planning I

This course addresses product knowledge of life insurance. The course is 2 hours of self-study correspondence text, which includes 1 hour of instruction on government outreach programs, Keoghs, IRAs, real estate, precious metals and traditional investment portfolios, designed to provide basic information on personal life insurance, social security, qualified and non-qualified plans, annuities and long term care insurance. This is an on-going offering.

Estate Planning II

This course addresses product knowledge of life and health insurance. The course is 4 hours of self-study correspondence text, which includes 1 hour of instruction on beneficiary designation, collateral assignment and financial planning, designed to provide general information on life insurance, health insurance and settlement options. This is an on-going offering.

Worker's Compensation

This course addresses product knowledge of disability insurance. The course is 4 hours of self-study correspondence instruction, including ½ hour of instruction on economic and job security and regulation of finance, designed to provide specific information on social insurance, worker's compensation, disability insurance, levels of disability, state regulation and oversight and pricing of insurance rates. This is an on-going offering.

Employee Benefit Plans

This course addresses product knowledge of life insurance. The course is 3 hours of self-study correspondence text, which includes 1 hour of instruction on government outreach programs, Keoghs, IRAs, real estate, precious metals and traditional investment portfolios, designed to provide basic information on types of employee benefits and insurance-based compensation, personal life insurance, social security, qualified and non-qualified plans, annuities and long term care insurance. This is an on-going offering.

State Farm Insurance

A196 - Selection of Eligible Business

This course addresses product knowledge of auto insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, rate book and application form review, designed to provide basic information on auto policy underwriting and evaluation of a potential insured. No offerings currently scheduled.

A296 - Auto Information Bowl

This course addresses product knowledge of auto insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, premium billing and the computer program ECHO, designed to provide general information on auto policies, coverage of newly-acquired vehicles, detachable trailers, and farm use vehicles, premium discounts and surcharges and policy coverages. No offerings currently scheduled.

A396 - Auto Rating Review

This course addresses product knowledge of auto insurance. The course is 1 hour of classroom instruction designed to provide basic premium classification factors and other factors determining premium rates, discounts and surcharges and three review exercises. No offerings currently scheduled.

C196 - Apartment and Condominium/Association Policy Coverage

This course addresses product knowledge of renters and condominium property insurance. The course is 1 hour of classroom instruction, which includes ½ hour of agent training, designed to provide specific information on the State Farm apartment policy and the condominium association policy coverages, property, personal property and loss of income coverages, coverage extensions and liability coverages. No offerings currently scheduled.

C296 - Fidelity & Surety Bonds

This course addresses product knowledge of fidelity and surety bonds. The course is 1 hour of classroom instruction designed to provide basic information on fidelity and surety bonds, coverages, types of bonds, parties to surety bonds, underwriting requirements and execution of bonds and appointment as attorney-in-fact. No offerings currently scheduled.

C396 - Underwriting Business Insurance

This course addresses product knowledge of commercial property insurance. The course is 2 hours of classroom instruction, which includes ½ hour of agent training, designed to provide specific information on the State Farm Business Policy Sales Booklet and Commercial Property Survey, underwriting requirements, risks and binding limits. No offerings currently scheduled.

Mountain West Farm Bureau

Commercial Audits

This course addresses product knowledge of business insurance. The course is 2 hours of classroom instruction designed to provide specific information on commercial policy audits, premium-base projections and adjustments, audits of gross receipts and payroll and facility risk. The course is scheduled February 13, 1996.

Time Element Coverages

This course addresses product knowledge of business income and extra expense insurance coverage. The course is 2 hours of classroom instruction, which includes ½ hour of agent training, designed to provide specific information on loss of business income, business interruption extended business income and extra expense coverages and limitations. The course is scheduled February 13, 1996.

Section I and II Optional Coverages

This course addresses product knowledge of property and liability insurance. The course is 2 hours of classroom instruction, which includes 1 hour of agent training, designed to provide specific information on optional coverage endorsements available on Mountain West Farm Bureau's property and liability policies. The course is scheduled February 13, 1996.

American Society of CLU & ChFC

The following courses are part of the American Society of CLU & ChFC certification programs.

Comparing and Contrasting Business Entities and the Tax Treatment of Business Life Insurance in Each
1996 Sophisticated Planning with Life Insurance Trust Series-Day 1
1996 Sophisticated Planning with Life Insurance Trust Series-Day 2
Estate & Business Planning Symposium

American Society of CLU & ChFC

Aetna Life & Pension Honor Clubs Meeting

This course addresses product knowledge of annuities and life insurance. The course is 9½ hours of classroom instruction, offered as part of a larger program, designed to provide specific information on named beneficiaries of life insurance policies, succession planning in an S corporation using a grantor-retained annuity trust (GRAT), generation skipping transfer tax, split interest charitable trusts and life insurance gifting techniques. The course is scheduled April 18, 1996.

Society of Certified Insurance Counselors

The following courses are part of the Society of Certified Insurance Counselors CIC certification program.

James K. Ruble Seminar/Advanced Coverage-1996
James K. Ruble Seminar/MEGA-1996

Continental General Insurance Company

Disability Income Concepts

This Pictorial course was previously summarized in the Course Review Summaries of December 12, 1994.

COURSE REVIEW SUMMARIES

The following courses have been reviewed by the continuing education program staff and are presented for Advisory Council action.

The sponsoring organizations have indicated appropriate attendance verification, instructor certification, student record maintenance, fee policies and examination administration.

Insurance Business Consultants, Inc. on behalf of AAMGA Univ.

Advanced Liability 1996

This course addresses product knowledge of liability insurance. The course is 12 hours of classroom instruction designed to provide specific information on complex liability insurance placement for pollution exposures, certificates of insurance for sub-contractors, picking up existing exposures and protecting the insured from potential loss. The course is scheduled April 14, 1996.

NAPSLO (National Association of Professional Surplus Line Offices)

Will There be Opportunities in Tomorrow's Marketplace?

This course addresses management and marketing capability of licensees of insurance products. The course is 1 hour of classroom instruction designed to provide in-depth information on changes in the surplus lines insurance market as a result of increased technology. The course is scheduled February 16, 1996.

Financial Security: Where Are We Today and Where Will We Be Tomorrow?

This course addresses product knowledge and marketing capability of surplus and excess lines insurance. The course is 1½ hours of classroom instruction designed to provide specific information on solvency in the excess and surplus lines markets and evaluating the financial information of those companies. The course is scheduled February 15, 1996.

Staeheli Seminars, Inc.

Fast Track III

This course addresses ethics. The course is 15 hours of classroom instruction, which includes 11 hours of instruction on wills and trust arrangements, designed to provide general information on ethical behavior in the insurance industry. The course is scheduled February 15, 1996.

The American College

The following course is part of the Registered Employee Benefits Consultant designation program.

HS 341 Selected Retirement Plan Topics

Bureau of Business and Economic Research

Montana Economic Outlook Seminars

This course addresses marketing capability of licensees. The course is 4 hours of classroom instruction designed to provide specific information on the economic environment of Montana. The course is scheduled January 26, 1996.

Fidelity Investments Institutional Services Co., Inc.

Variable Life Insurance

This course addresses product knowledge of life insurance. The course is 1 hour of classroom instruction designed to provide in-depth information on variable life insurance, how the contract works, regulation, how a client may use a variable life policy and contract provisions. No offering currently scheduled.

Variable Contracts

This course addresses product knowledge of variable insurance contracts. The course is 13 hours of self-study correspondence instruction designed to provide specific information on variable life insurance contracts, universal life insurance, annuity contracts, the role of variable life insurance and determining id a variable contract meets consumer needs. This is an on-going offering.

Professional Insurance Agents (PIA) of Montana

The following courses replace the courses of the same name previously sponsored by the National Association of Professional Insurance Agents. Instructional methodology (classroom) remains the same. Course records will be kept by PIA of Montana for future offerings.

Personal Lines I (PL1)
Personal Lines II (PL2)
Personal Lines III (PL3)
Commercial Lines I (CL1)
Commercial Lines II (CL2)
Commercial Lines III (CL3)
Agency Operations I (AO1)
Agency Operations II (AO2)
Agency Operations III (AO3)

Insurance Women's Association of Seattle

Insurance Policy Interpretation

This course addresses product knowledge of auto insurance and liability insurance. The course is 2 hours of classroom instruction designed to provide general information on personal automobile insurance policies and commercial general liability insurance policies. The course is scheduled March 15, 1996.

Are You Trusting Cross-Selling like Cross-Dressing?

This course addresses marketing capability of licensees. The course is 2 hours of classroom instruction designed to provide basic information on identifying additional insurance needs of existing clients. The course is scheduled March 15, 1996.

Avoiding Commercial Property Coverage Gaps

This course addresses product knowledge of property insurance. The course is 2 hours of classroom instruction designed to provide general information on risk management, commercial property coverage, endorsements and forms. The course is scheduled March 15, 1996.

John Hancock Mutual Life Insurance Company

The following Dearborn courses were summarized for the Advisory Council meeting of September 22, 1994.

Introduction to Life Underwriting
Business Insurance
Survey of Advanced Sales

Annuities

This course addresses product knowledge of annuities. The course is 25 hours of self-study correspondence instruction designed to provide in-depth information on types of annuities, annuity distribution, uses for annuities, fixed deferred and variable annuities and annuity taxation. This is an on-going offering.

Principles of Retirement

This course addresses product knowledge life insurance. The course is 25 hours of self-study correspondence instruction designed to provide specific information on life insurance and annuities in retirement planning, investing, corporate qualified plans and distribution alternatives. This is an on-going offering.

Long-term Care

This course addresses product knowledge of long term care insurance. The course is 25 hours of self-study correspondence instruction designed to provide specific information on long-term care coverage, care providers, medicare supplements, benefits and underwriting objectives. This is an on-going offering.

Introduction to Financial Products

This course addresses product knowledge of life insurance and annuities. The course is 10 hours of self-study correspondence instruction, which includes instruction on investments, risk an return,savings and other liquid vehicles, stocks, bonds, real estate, designed to provide general information on the role of life insurance and annuities in investment plans. This is an on-going offering.

Ethics for the Insurance Professional

This course addresses ethics. The course is 25 hours of self-study correspondence instruction designed to provide specific information on ethical behavior in the insurance industry. This is an on-going offering.

Estate Planning

This course addresses product knowledge of estates. The course is 32 hours of self-study correspondence instruction designed to provide general information on the use of life insurance and annuities in estate planning. This is an on-going offering.

Total Needs Selling

This course addresses marketing capability of licensees. The course is 20 hours of self-study correspondence instruction designed to provide basic information on identifying additional insurance needs of existing clients. This is an on-going offering.

M Financial Group

1996 National Advisors Conference

This course addresses product knowledge of various life insurance products. The course is 9 hours of classroom instruction designed to provide general information on variable life insurance, NAIC Model regulations, charitable planning, qualified plans an irrevocable insurance trusts. The course is scheduled January 31, 1996.

Farm Bureau Life Education Services

Investment Fundamentals

This course addresses product knowledge of life insurance and annuities. The course is 5 hours of classroom instruction designed to provide basic information on investment-type life insurance products and the legal requirements when presenting, advertising and selling variable products. The course is scheduled February 29, 1996.

Primerica Life Insurance Company

New Approaches to Life Insurance

This course addresses product knowledge and marketing capability of licensees of variable life insurance. The course is 8 hours of classroom instruction designed to provide specific information on variable life insurance, multiple life products, universal life, variable universal life and uses of variable universal life products. The course is scheduled March 23, 1996.

American Express Financial Advisors

Risk Management: Disability Insurance

This course addresses product knowledge disability insurance. The course is 2 hours of classroom instruction, which includes ½ hour of agent training, designed to provide basic information on types of individual policies, contract components, underwriting and a needs assessment. No offering currently scheduled.

The Variable Annuity Life Insurance Company (VALIC)

Principles of Social Security

This course addresses product knowledge of Social Security. The course is 3 hours of classroom instruction designed to provide specific information on Social Security benefits, penalties, exclusions and the Medicare program. The course is scheduled February 23, 1996.

Annuitization - Payout Options at Retirement

This course addresses product knowledge of annuities. The course is 1½ hours of classroom instruction designed to provide specific information on annuity payout options, single life annuity, joint and survivor annuity, life annuity with payment guaranteed, lump sum payment versus partial withdrawals and designated period. The course is scheduled February 23, 1996.

Franklin Life Insurance Company

Pension Enhancement

This course addresses product knowledge of annuities. The course is 3 hours of classroom instruction designed to provide general information on annuities versus income from insurance products. The course is scheduled February 15, 1996.

NEFE/College for Financial Planning

The following course is part of the CFP certification program.

Asset Management Education Program

Rain and Hail Insurance Service, Inc.

1996 Spring Agent Update Training Meeting

This course addresses product knowledge and marketing capability of crop insurance. The course is 6 hours of classroom instruction, including ½ hours of agent training, designed to provide specific information about 1996 changes to the Federal Crop Insurance Program, multi-peril crop insurance program, reforms and updates, revised forms and service procedures, actuarial changes and acreage reporting requirements. The course is scheduled January 25, 1996.

Mid Sate School of Insurance

Our Greatest Fear

This course addresses product knowledge of life and health insurance. The course is 8 hours of classroom instruction designed to provide general information on long term care, acceleration of death benefits, Medicare supplements and Medicaid. No offering currently scheduled.

A Bear Destroyed Our Camp

This course addresses product knowledge of liability insurance. The course is 8 hours of classroom instruction designed to provide general information on trip interruption coverage, personal and commercial general liability coverage and other coverages need by outfitters and guides. No offering currently scheduled.

So Sue Me

This course addresses ethics. The course is 4 hours of classroom instruction designed to provide instruction on insurance fraud and contract law as it relates to insurance contracts. No offering currently scheduled.

IGF Insurance Company

Crop Insurance Update 96

This course addresses product knowledge and marketing capability of crop insurance. The course is 7 hours of classroom instruction, including 1½ hours of agent training, designed to provide specific information about 1996 changes to the Federal Crop Insurance Program, multi-peril crop insurance program, reforms and updates, revised forms and service procedures, actuarial changes and acreage reporting requirements. The course is scheduled March 14, 1996.